

FIG. 1A

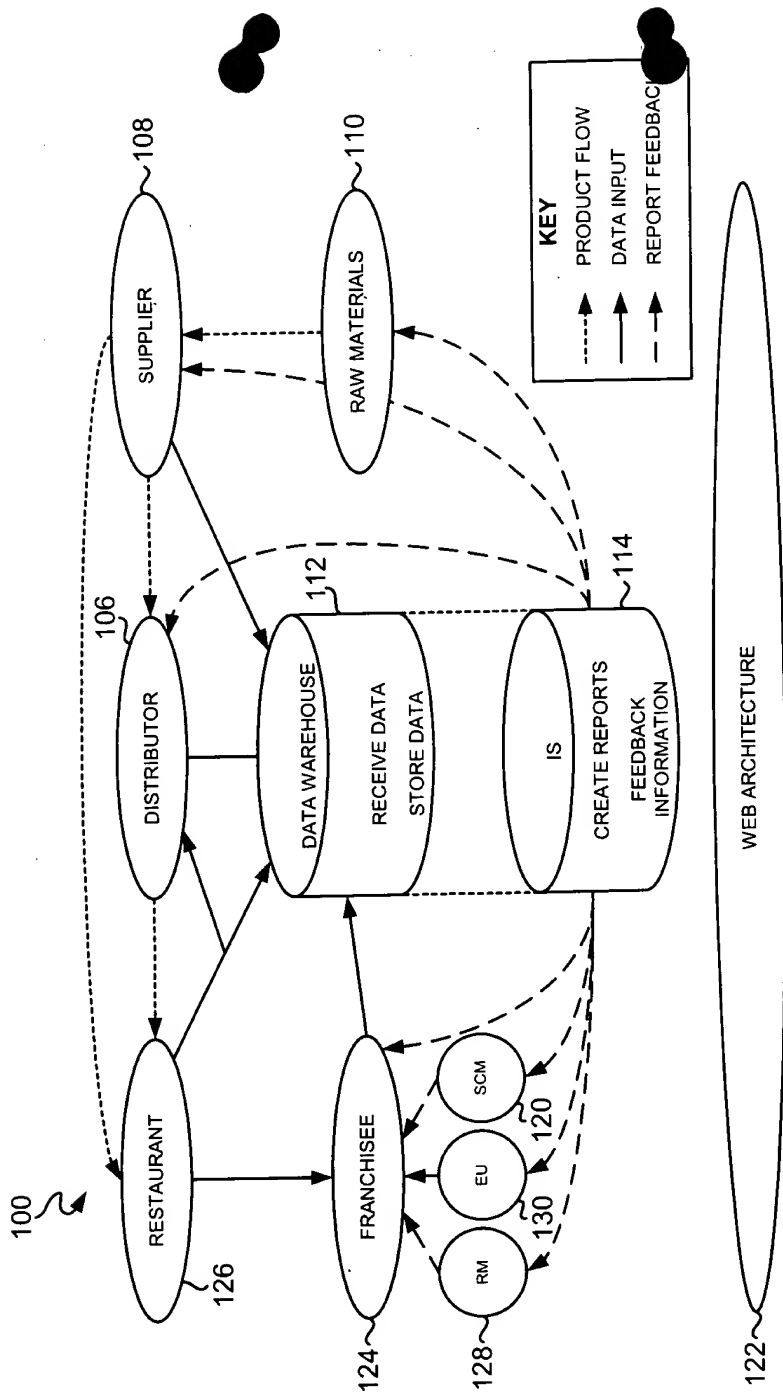


FIG. 1B

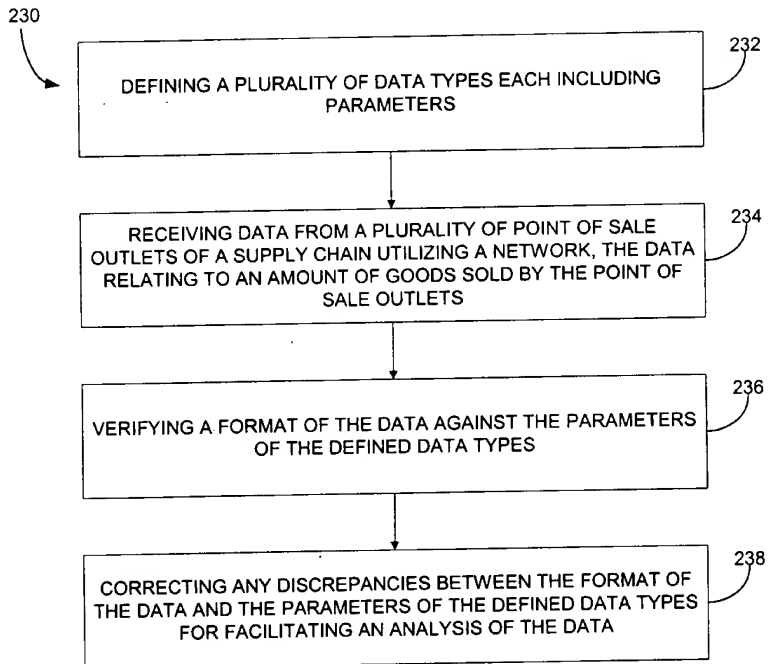


FIG. 2

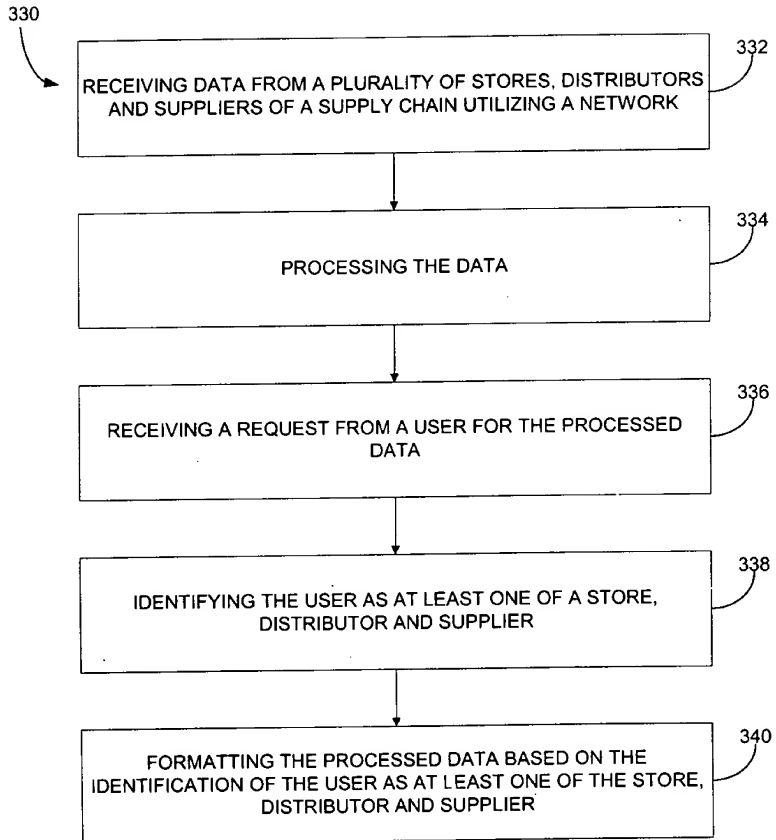


FIG. 3

FIG. 4

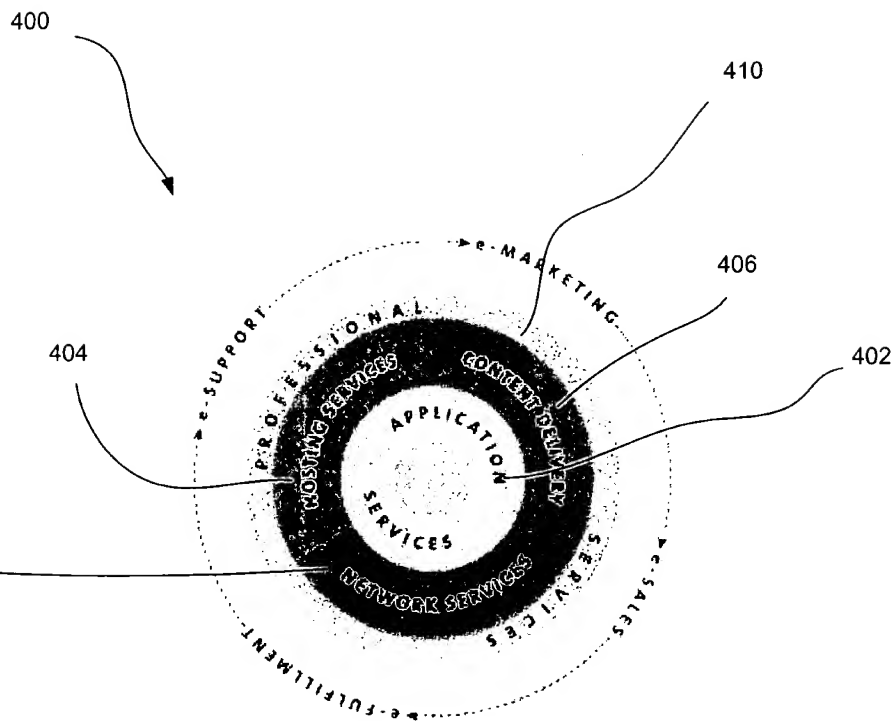


Fig. 4

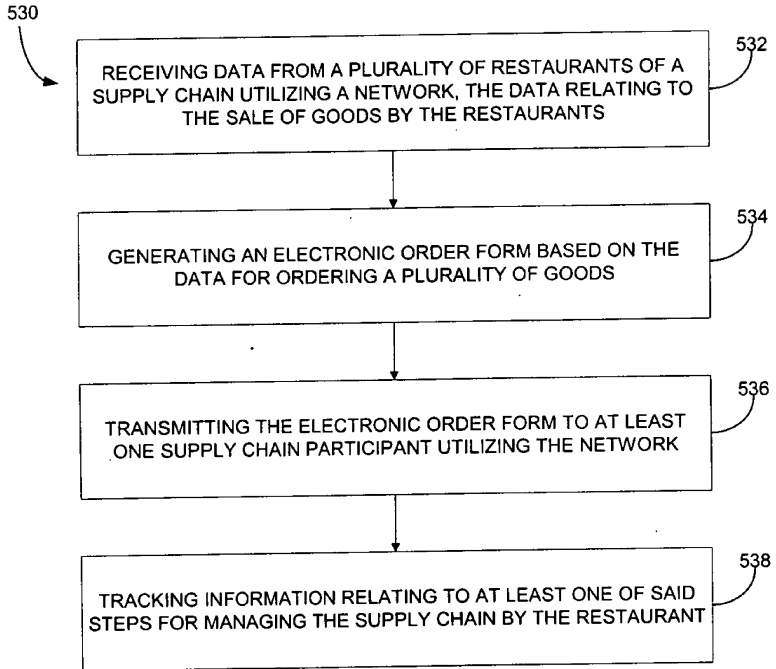


FIG. 5

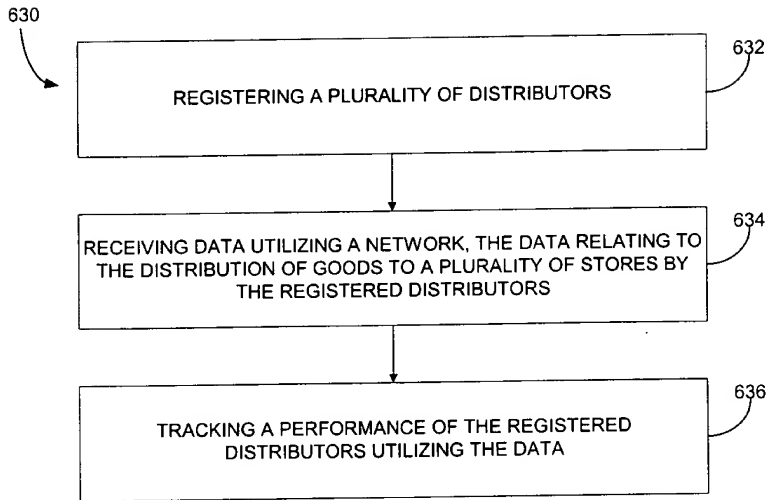


FIG. 6

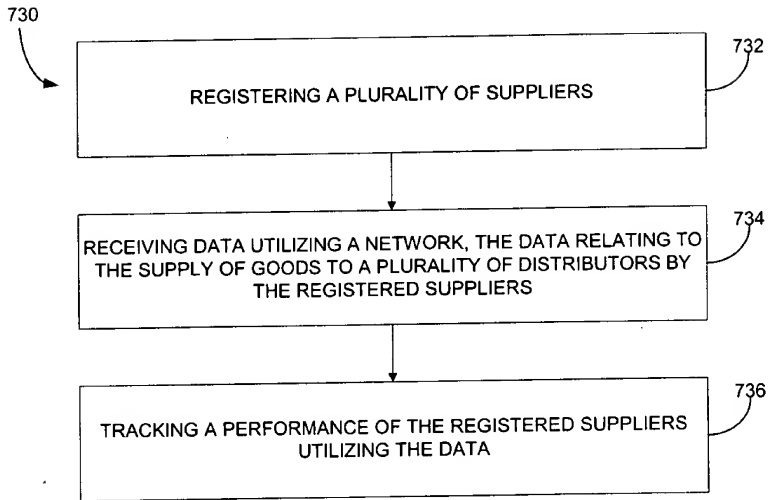


FIG. 7

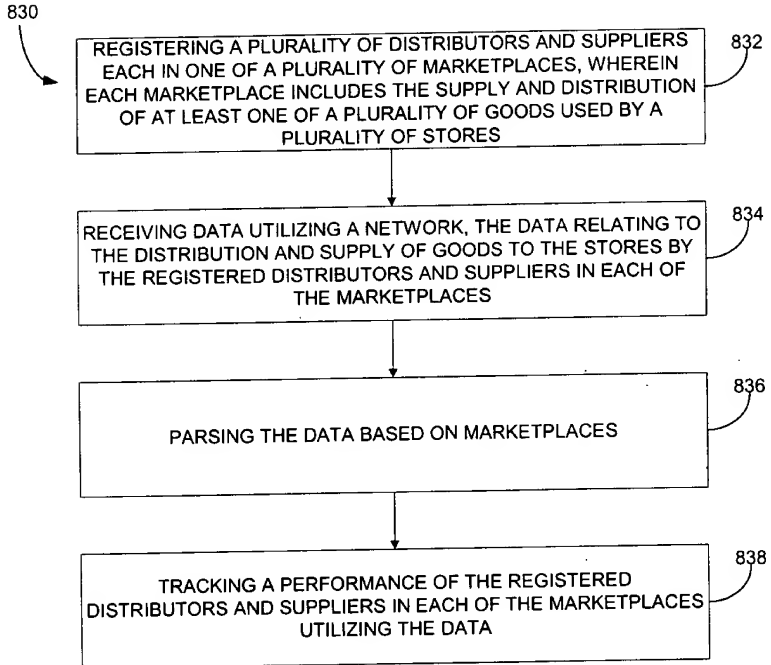


FIG. 8

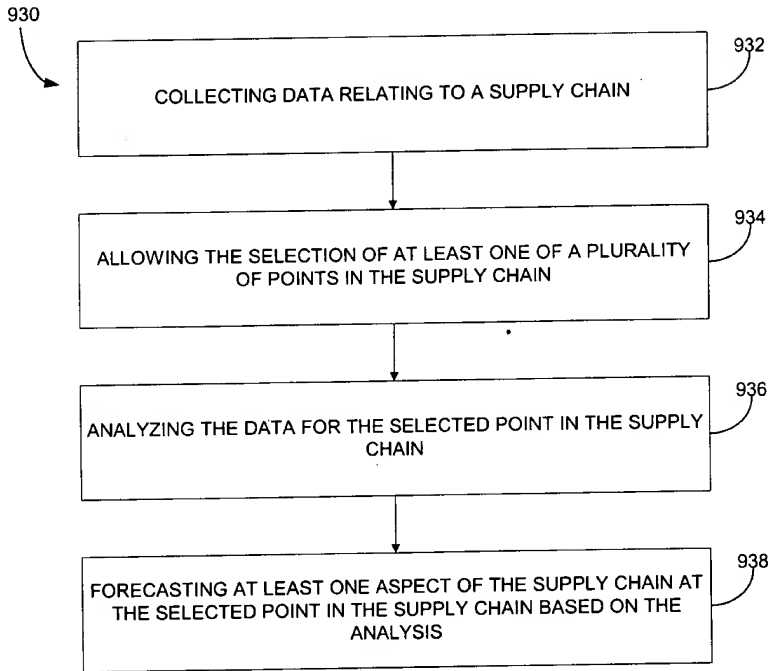


FIG. 9

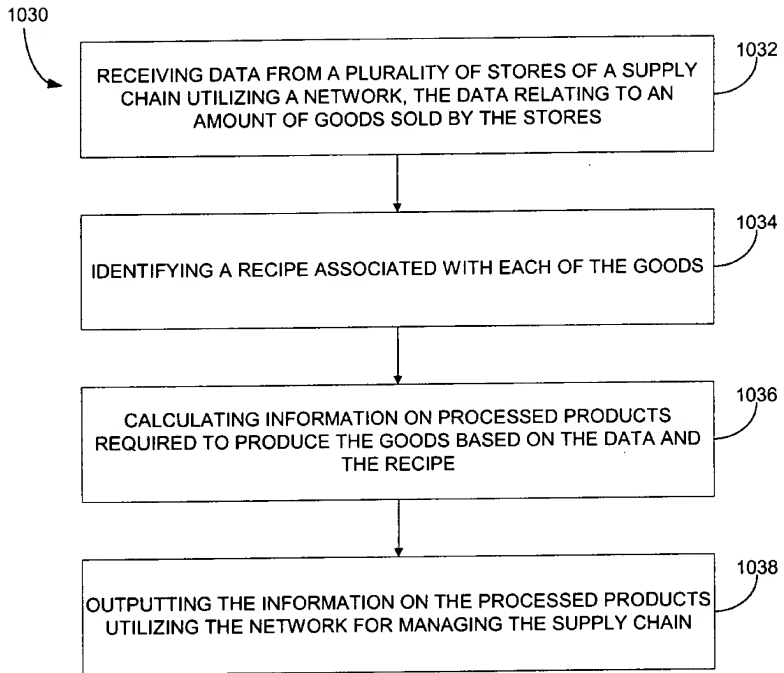


FIG. 10

1130

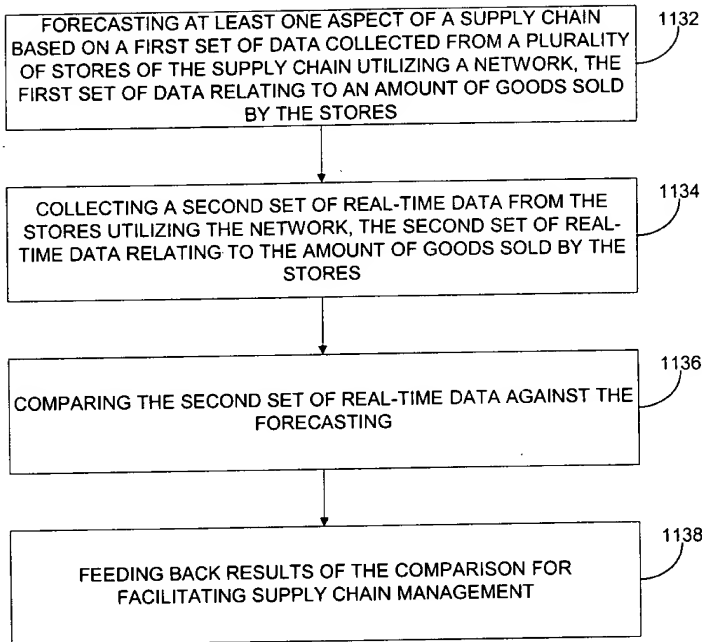


FIG. 11

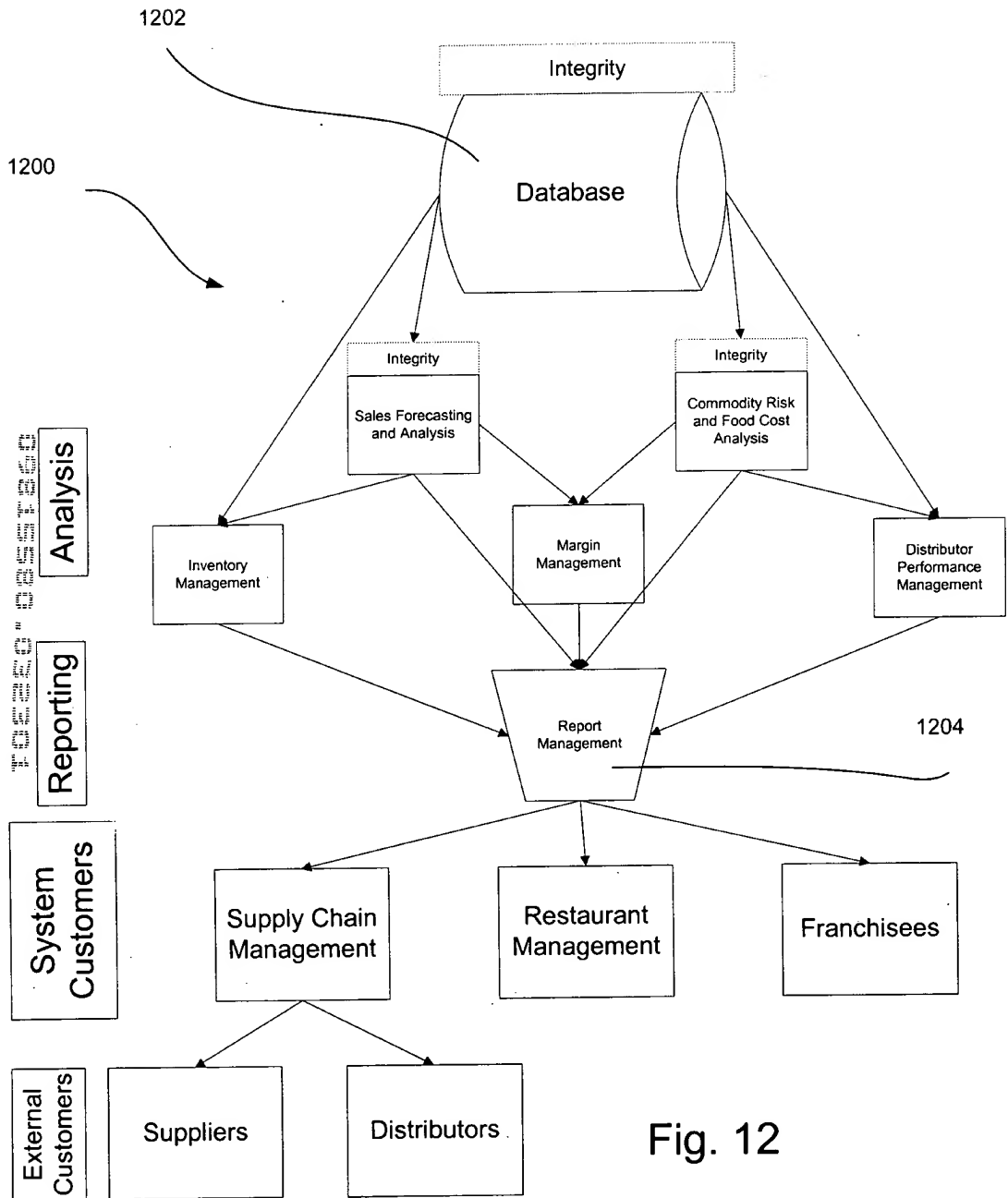


Fig. 12

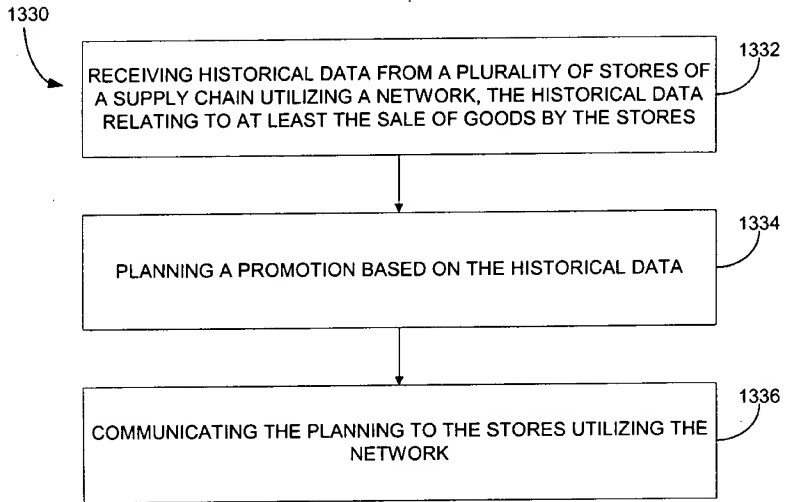


FIG. 13

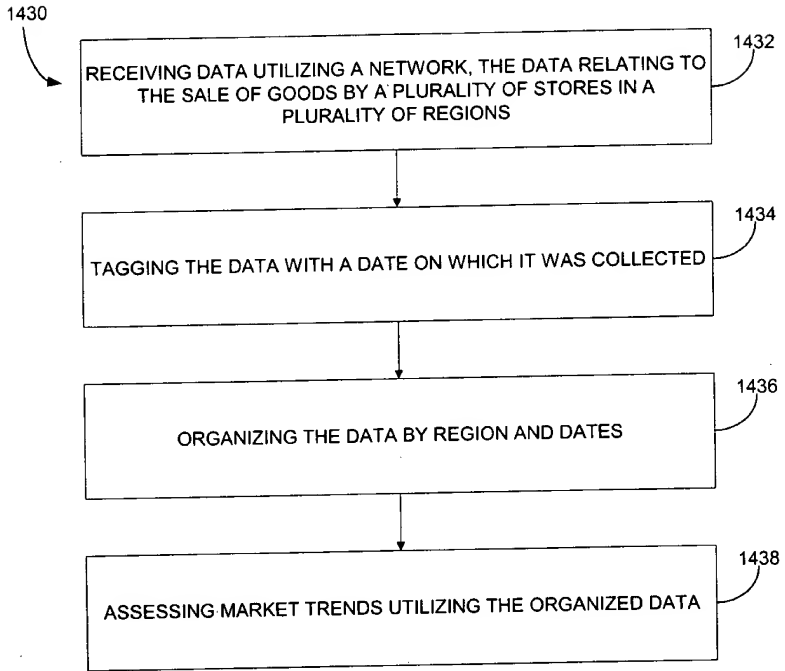


FIG. 14

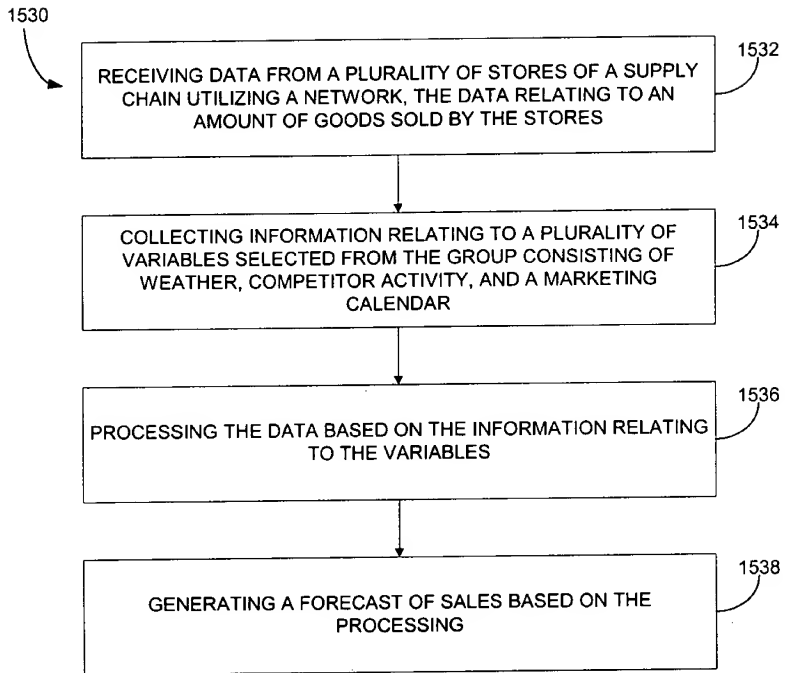


FIG. 15

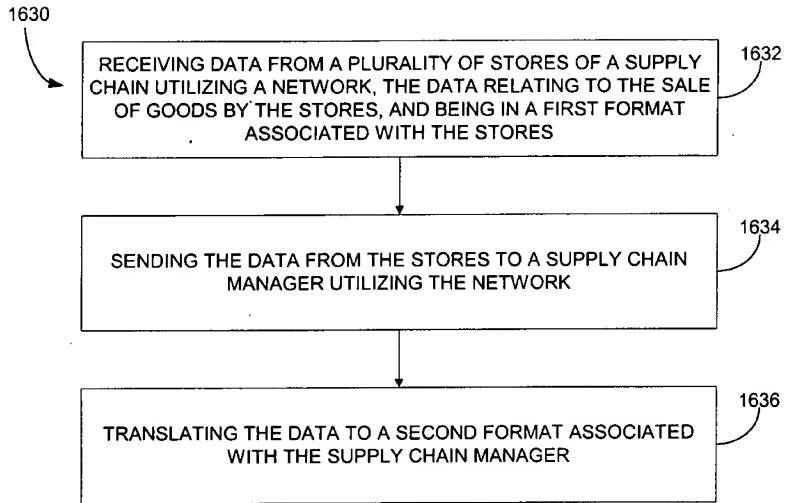


FIG. 16

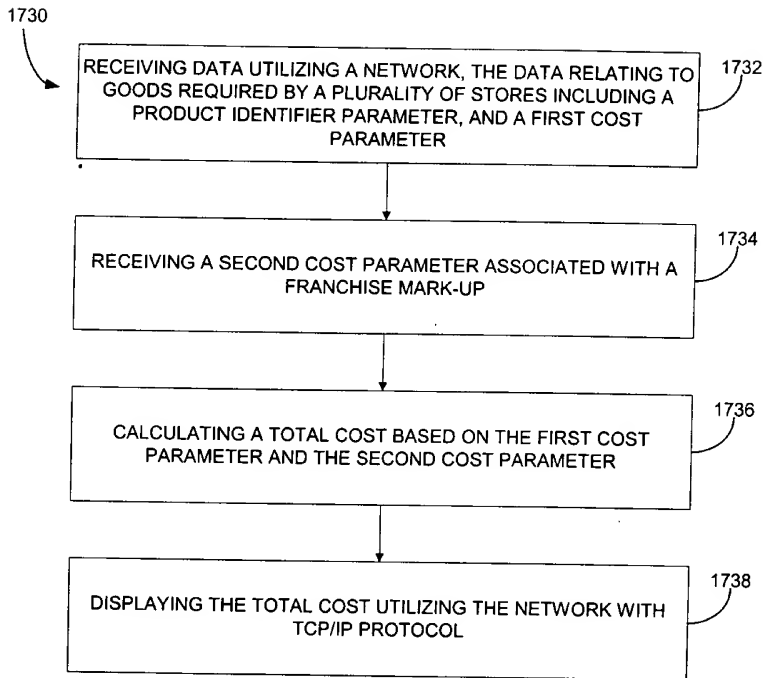


FIG. 17

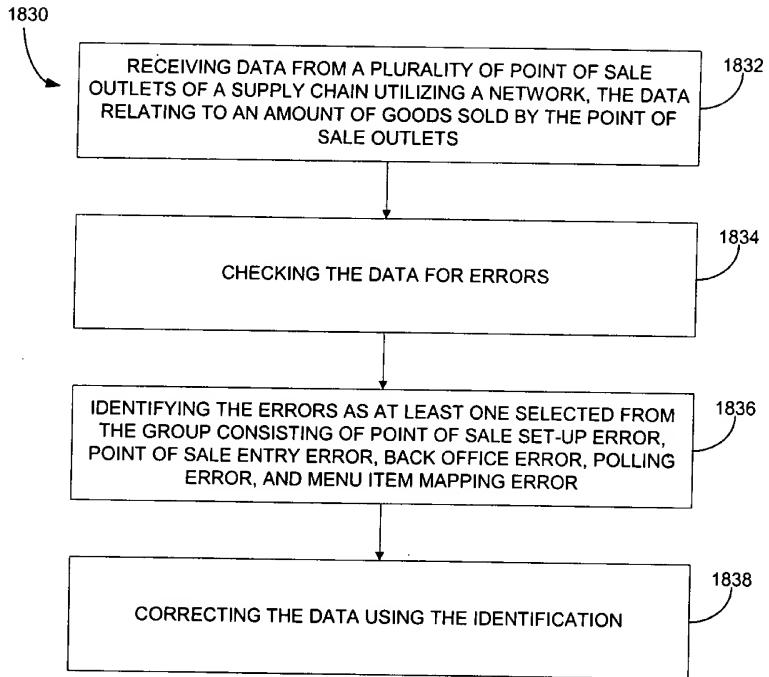


FIG. 18

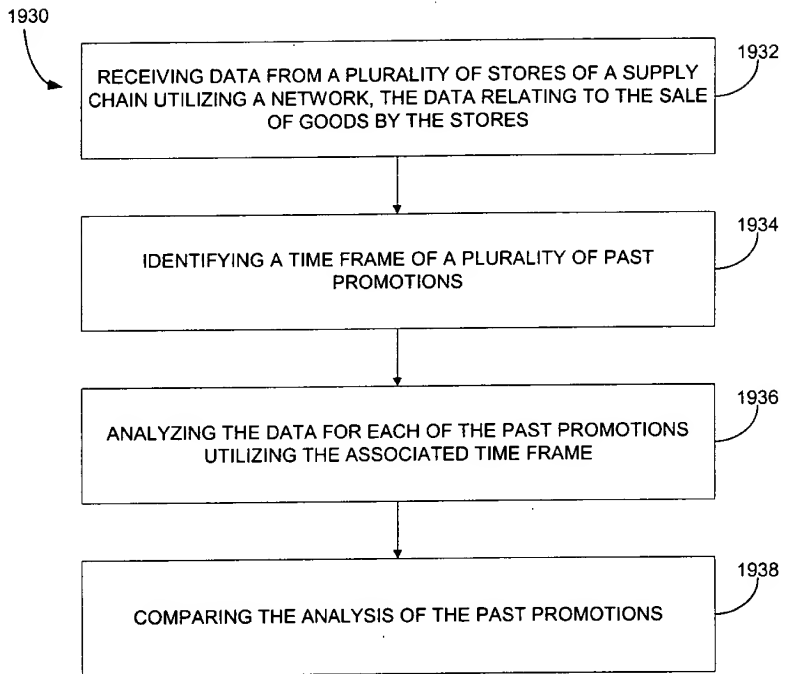


FIG. 19

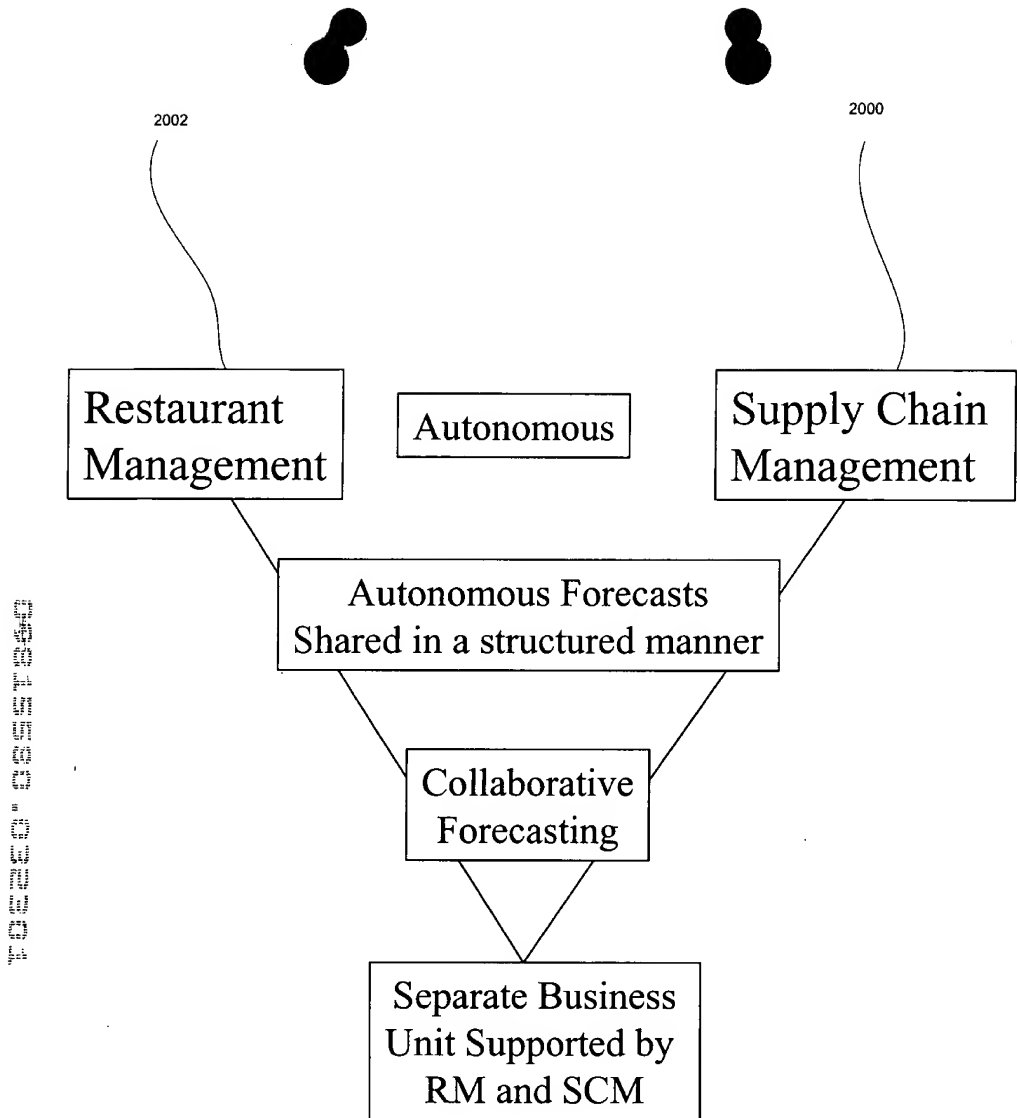
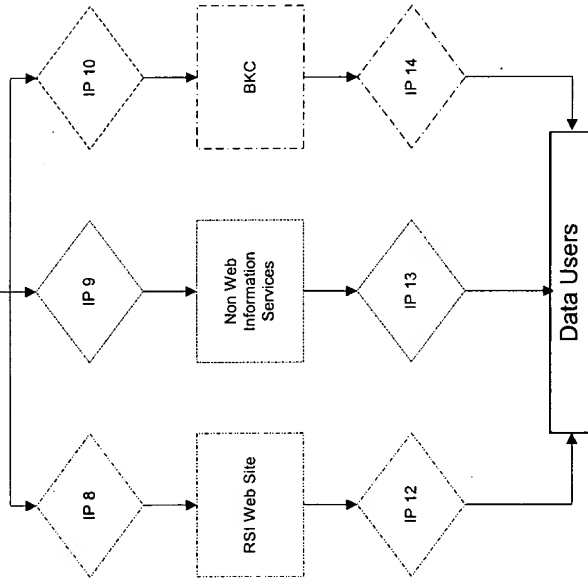
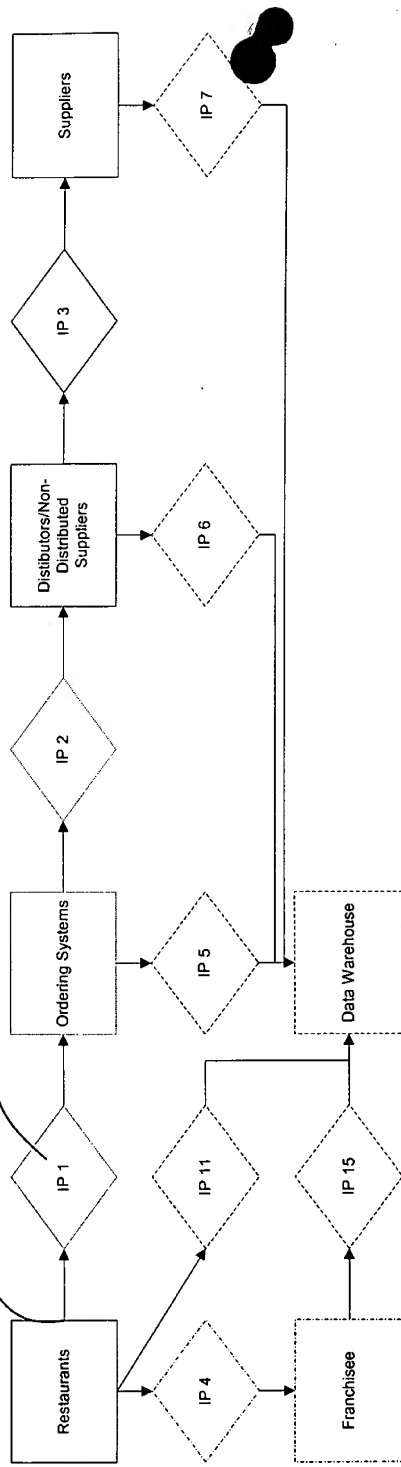
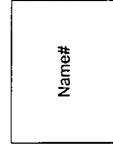
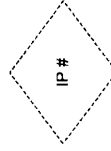


Fig. 20

2102 2104



Legend:



Direction21 Data Flow

Fig. 21

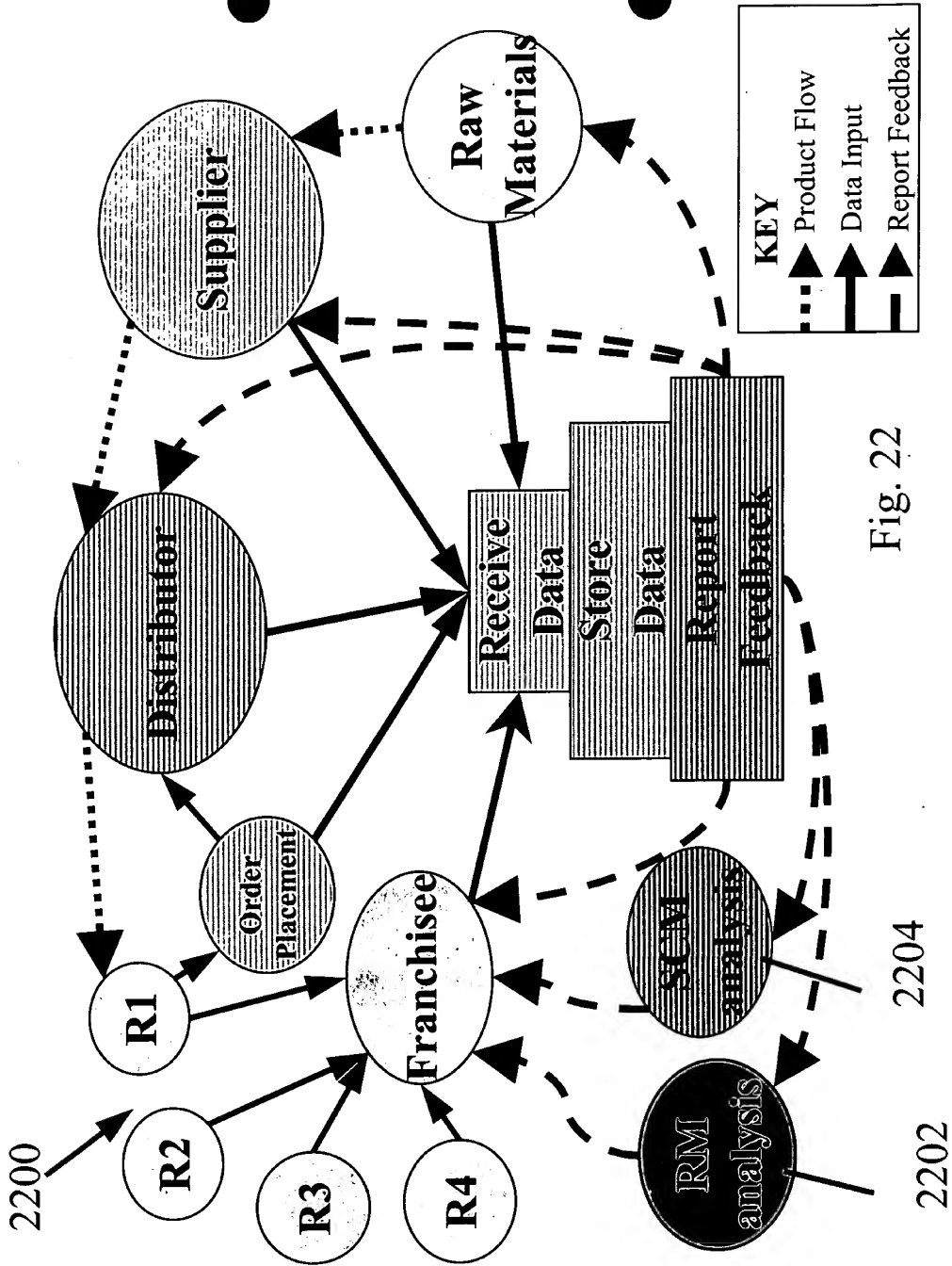


Fig. 22

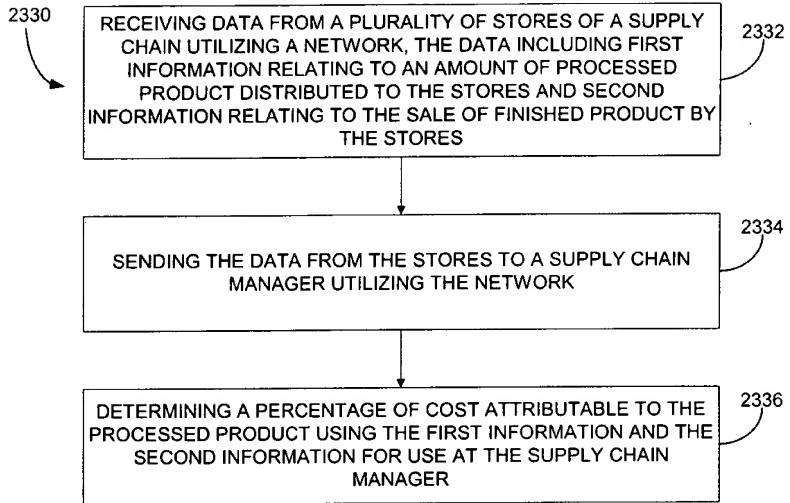


FIG. 23

FIG. 24

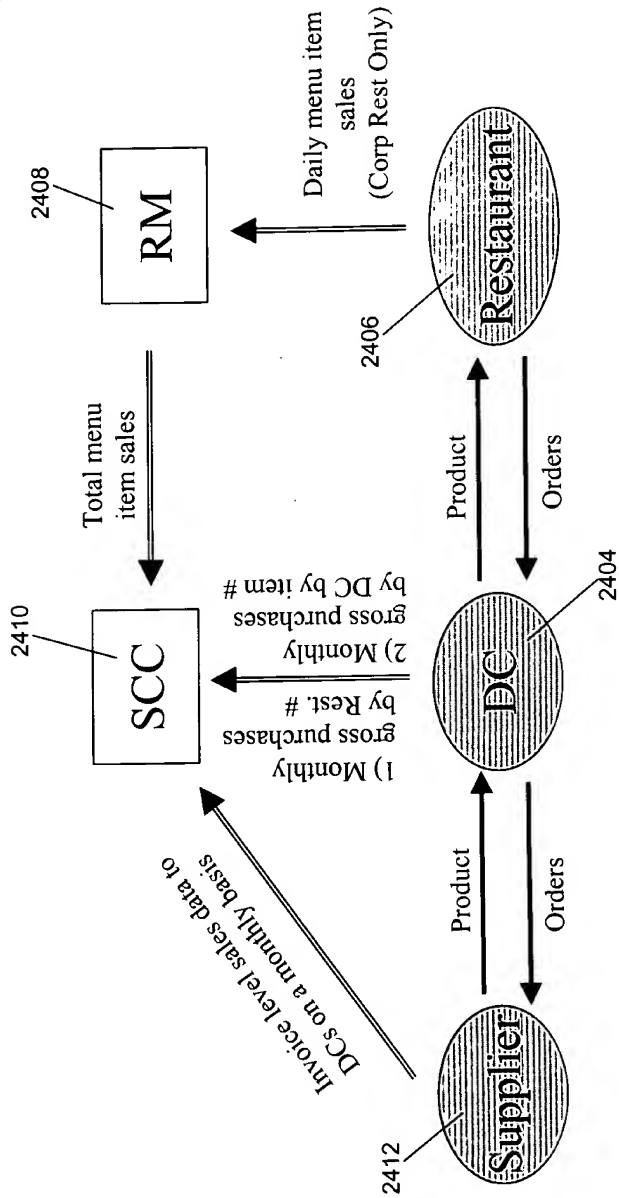


FIG. 25

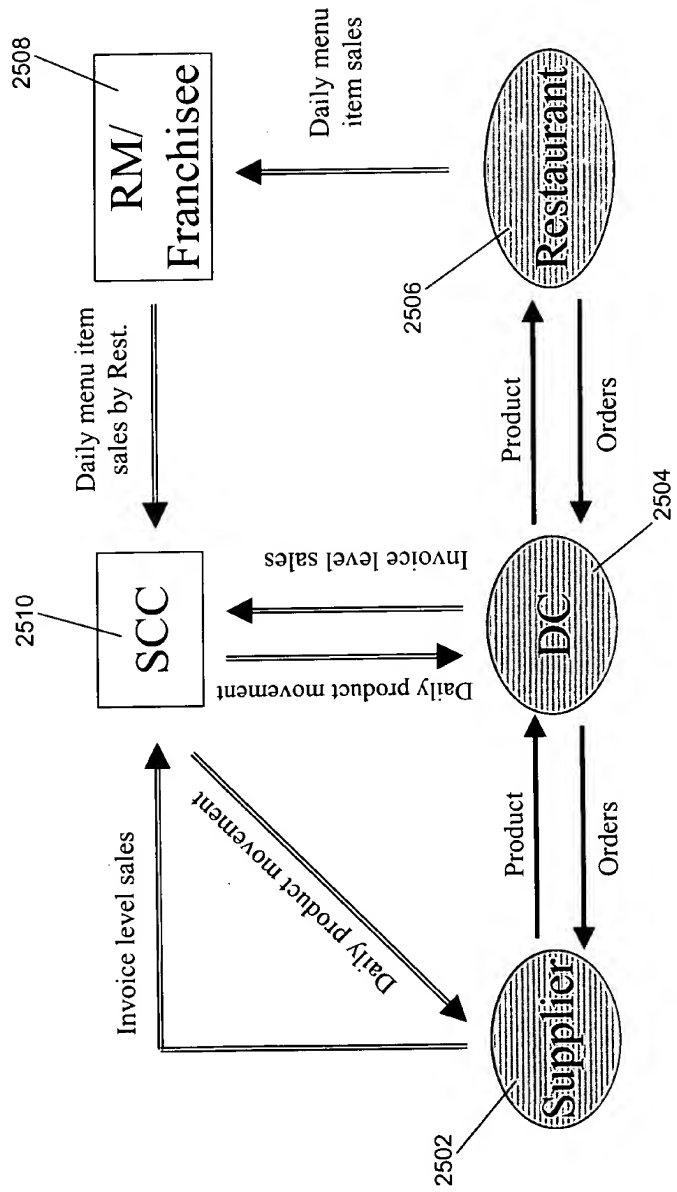


FIG. 26

Sales Forecast Worksheet - System															
Week	History								Forecast						
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q4
GRPs															
Nin' Marketing Theme															
Advertising Score															
Local Considerations															
Competition Index															
Weather Index															
Seasonality Index															
Sales History/Forecast Total (\$/store)															
Key Products by Menu Item (units/day/store)															
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143
YWVM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707
etc.....															
Key Products by Inventory Item (cases/day/store)															
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3
Ketchup - Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5
etc...															

2600

2602

2604

20250909 09551300

FIG. 27

2700

Promotional Monitor - System & Regional

		History				Week #1						
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200
Menu Item Sales for Key Products(units/restaurant/week)												
Category	Segment											
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46
	WHOPPERS WICHEESE	146	142	148	162	18	20	21	21	23	35	26
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209
Total		1,309										
Variance from Expected (Highlighted Areas are Outside of Expected Range)												
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%
	WHOPPERS WICHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%

2702

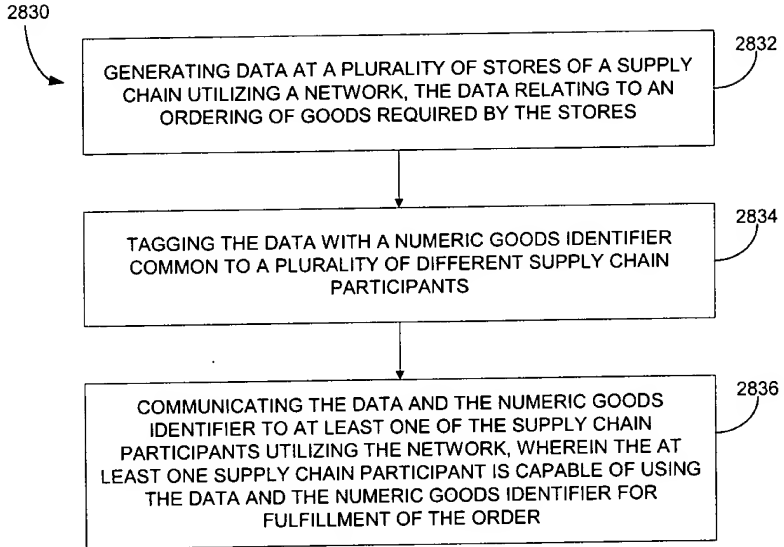


FIG. 28

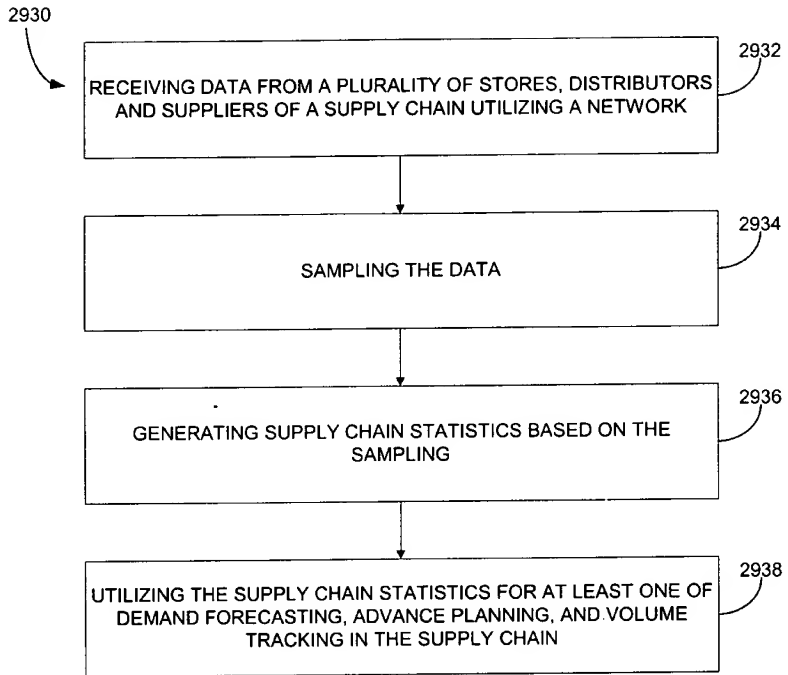


FIG. 29

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered:		55712	
Operations:	Warehouse Outs	Damages	MisPicks
Cases:	154	68	62
Percent	0.23%	0.10%	0.09%
			Short on Truck
			284
			0.43%
			Overlooked and Not Returned
			568
			0.86%

3002

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

3004

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate:	97.52%
----------------------------------	---------------

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	.
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

3100

Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

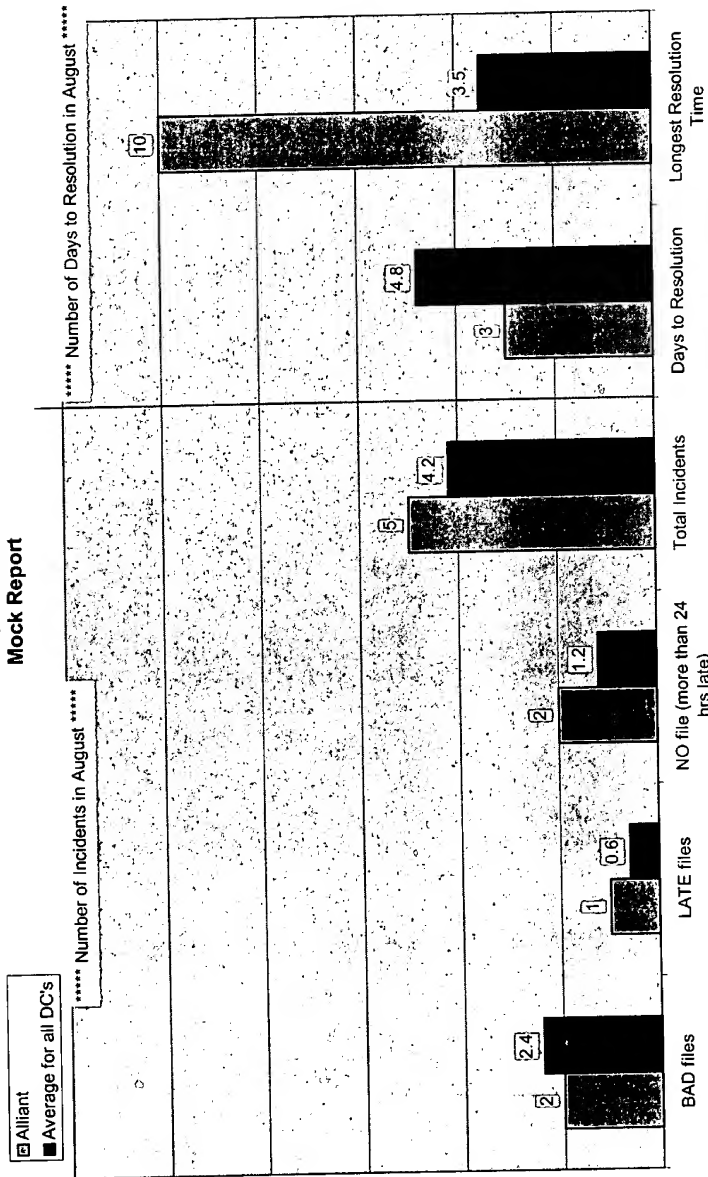


FIG. 31

3200



Service Level Reporting August

	Fill Rate	On-Time	Perfect Order
Alliant Paducah	99.14%	99.03%	
Alliant Topoka			
Alliant Wixom	99.05%	99.74%	
King Atlanta	99.34%	99.91%	78.70%
King Jacksonville	99.43%	99.53%	90.90%
King Louisville	99.43%	99.53%	90.90%
Maine 291 Conklin	99.41%		79.25%
Maine 301 Cleveland			
Maine 301 Long Island	99.41%		
Maine New England	99.13%	99.15%	#DIV/0!
MBM Fullerton	99.13%	99.45%	#DIV/0!
MBM Louisville	99.13%	99.60%	#DIV/0!
MBM Orlando	99.13%	99.45%	#DIV/0!
MBM Rockville Mount	99.13%	99.45%	#DIV/0!
McCauley	99.03%	99.72%	99.93%
McCauley Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.03%	99.97%	99.97%
PEIS Supply	99.16%	99.72%	99.72%
REG Victoria	99.42%	#DIV/0!	
PVA Monarch	99.20%	97.73%	
Reinhart Cedar Rapids	98.05%	99.93%	
Reinhart Oak Creek	99.31%	99.43%	
Reinhart Rogers	99.50%	99.46%	
Restaurants NW	99.03%	99.07%	90.47%
Shamrock Commerce City	99.54%	99.93%	95.13%
Shamrock Phoenix	99.81%	99.93%	
Symma Harrisburg	99.81%	99.93%	
Symma Stockton	99.81%	99.93%	
Sysco	99.81%	99.93%	99.97%

	Fill Rate	On-Time	Perfect Order
BK Min	98.50%	99.00%	78.00%
RST Min	98.50%	99.00%	80.00%

OK
Didn't meet RSI Min.
Didn't meet BK Min.

FIG. 32

FIG. 33

3300

Vendor: XYZ Company

Time Period: Aug-00

3300

Delivery Statistics:

DC Requested Lead-Time
DC Adherence to Lead-Time
Days Delivery Late
On-Time Delivery Percentage
Hours Delivery Late

4
95%
1.7
95%
0.93

Inventory Management:

Average Days On Hand
SKU #1
SKU #2
Max Days On Hand
SKU #1
SKU #2

19
22
40
32

Invoice, Payment and Pricing:

Days for Payment
Monthly FOB Variance
Monthly Freight Variance
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

Monthly Carrying Cost
SKU #1
SKU #2
Average as % FOB

\$ 42,513
\$ 12,589
1.25%

Invoice Accuracy:

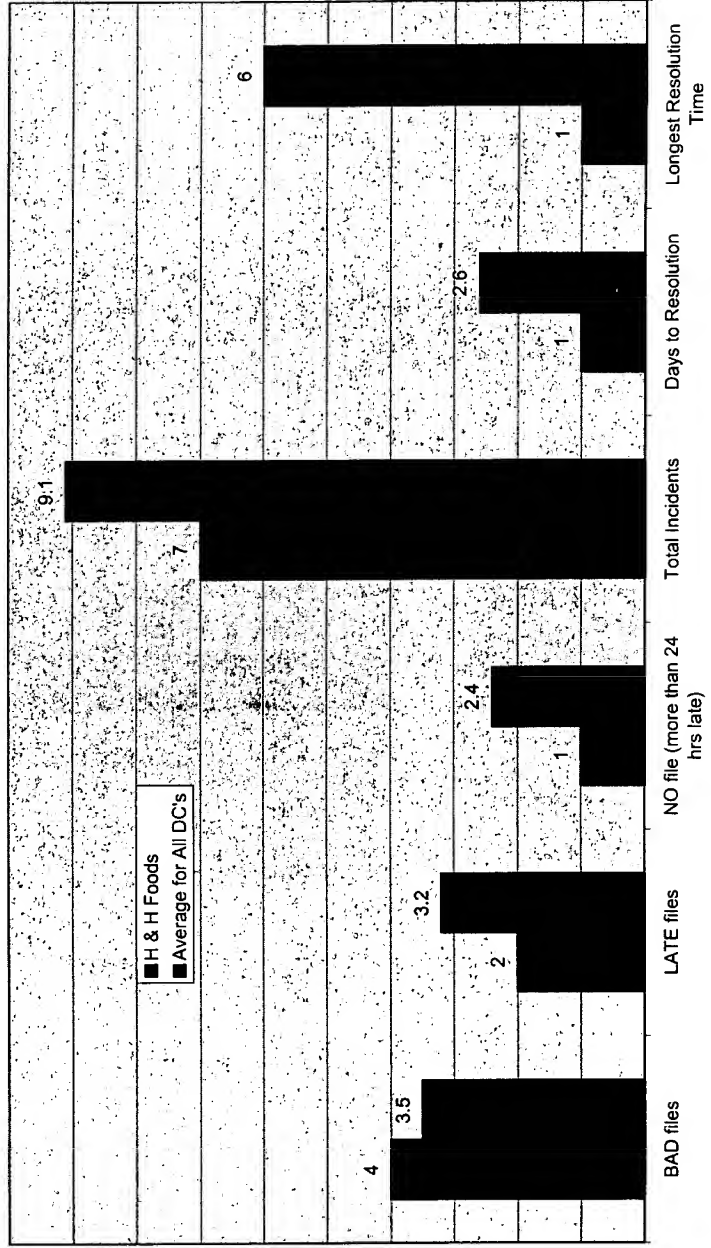
Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

97.25%
99.00%
92.34%

FIG. 34

**H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report**

3400 ↗



3500 "085T360"



3500

FIG. 35

Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$4,500		233%
GOMARKINSTRUMENTS INC.	\$4,000		
WHITEFORD FOODS INC.	\$1	87.83%	244%
LEPAGE BAKERY/COUNTRY KITCHIE	\$3,700		
NGR SYSTEM MEDIA	\$0	92.16%	241%
SIGNATURE MEATS GROUP	\$0		1.84%
SCHWEBEL'S BAKING CO.	\$0	95.0%	150%
MAUI COUP	\$0		
MIRAFLEX	\$0		125%
DIXIE PRODUCE & PACKAGING			
NORJACK INC.			
FORT JAMES OPERATING COMPANY	\$0		126%
FRESH ADVANTAGE KG	\$0	88.6%	180%
SILVER KING MEAT CORP			
IT'S ON! FOODS	\$0		
READY ACCESS			
GEORGIA PACIFIC, ISSUES			244%
GLOUCHER IMPACKING		93.6%	241%
BEVERAGE AIR	\$0	85.4%	
COMPONENT HARDWARE GROUP INC.			206%
COCA-COLA USA	\$0		
TOASTMASTER	\$1600	93.5%	155%
GRANT COUNTY FOODS		99.9%	220%
FRESH EXPRESS	\$0		
TAYLOR FARMS			104%
MODULAR DISPENSING SYSTEM	\$0		
CENTURY PRODUCTS LLC	\$5,428		
ROSE PACKING COMPANY		93.3%	298%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

3600



Mock Report/1

	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
--	--------	--------	--------	--------	--------	--------	--------	--------

Food Cost Index

Plan	99.75	99.69	98.63	100.33	100.49	101.12	100.44	99.92
Actual	99.10	98.90						
Variance	0.59	0.30						
Good/(Bad)								

Total Dollar Purchases (in Millions) /2

Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

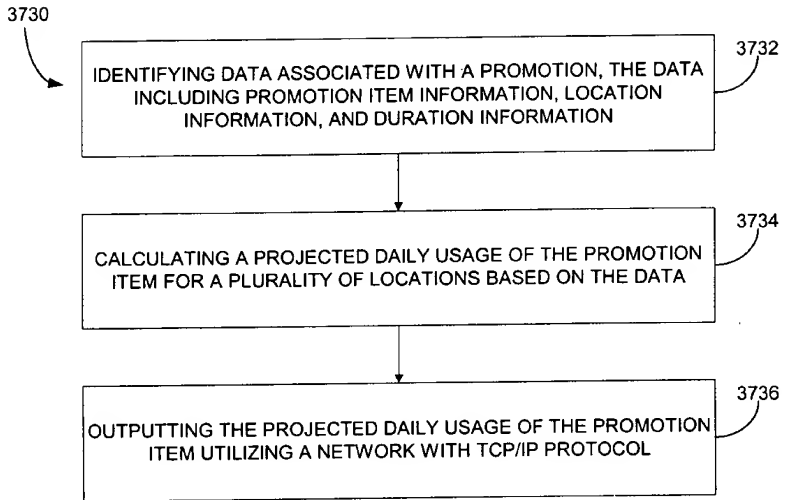


FIG. 37

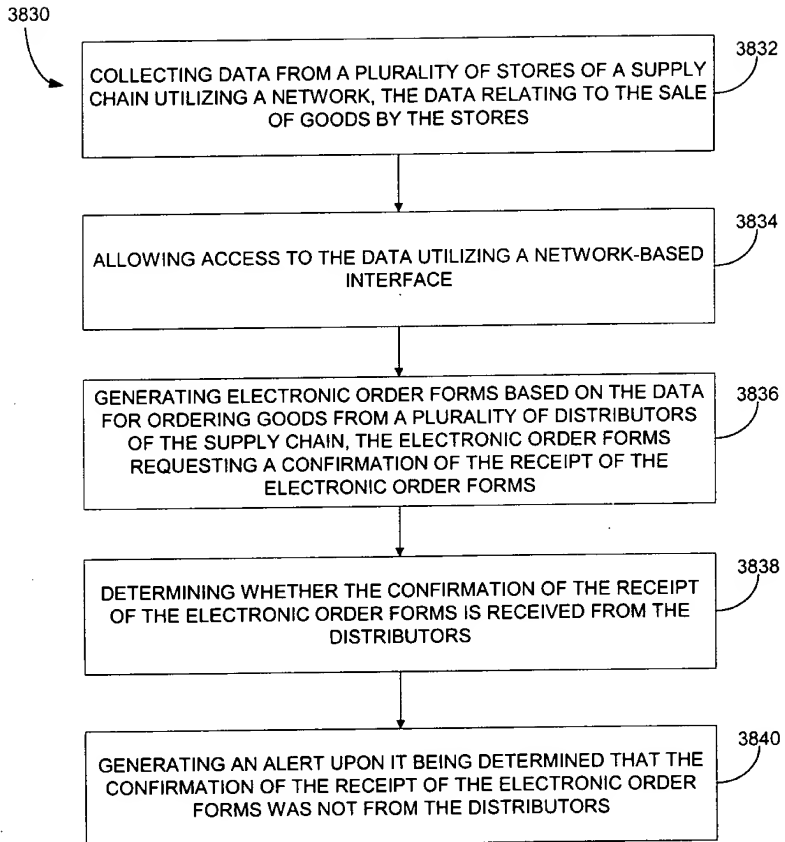


FIG. 38

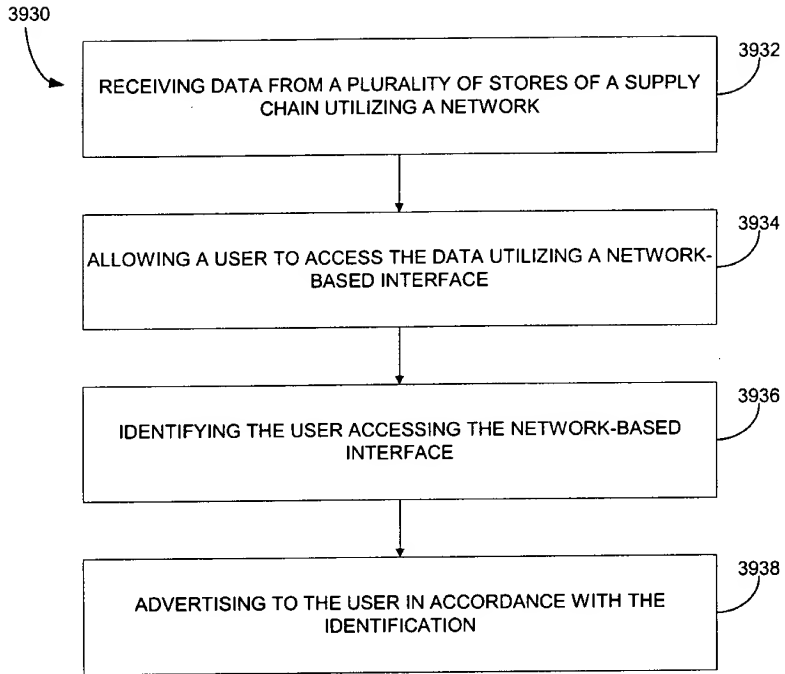


FIG. 39

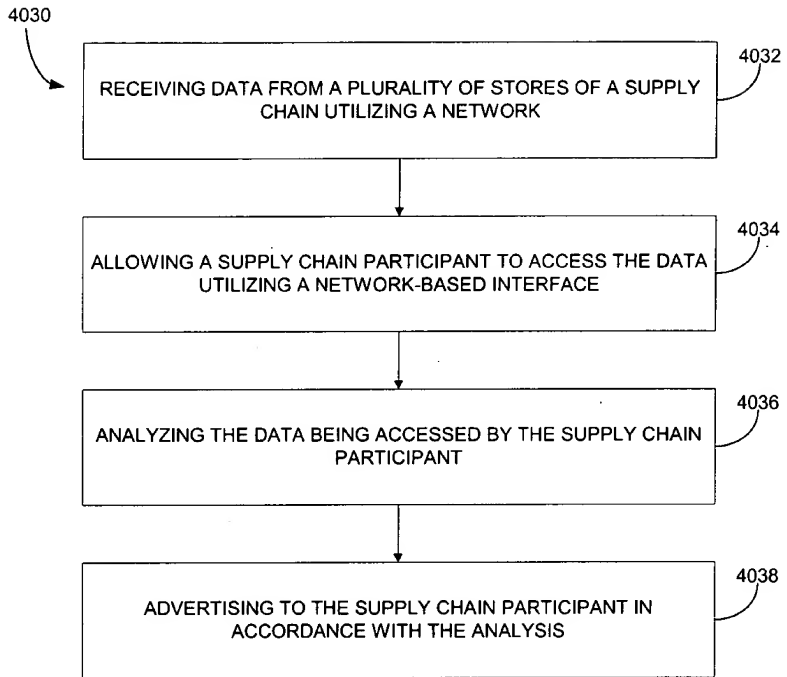


FIG. 40

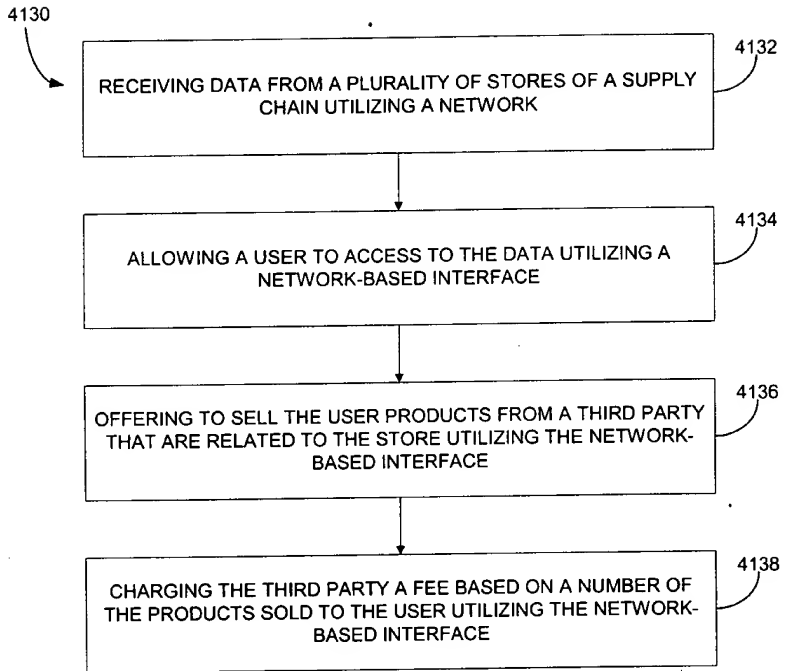


FIG. 41

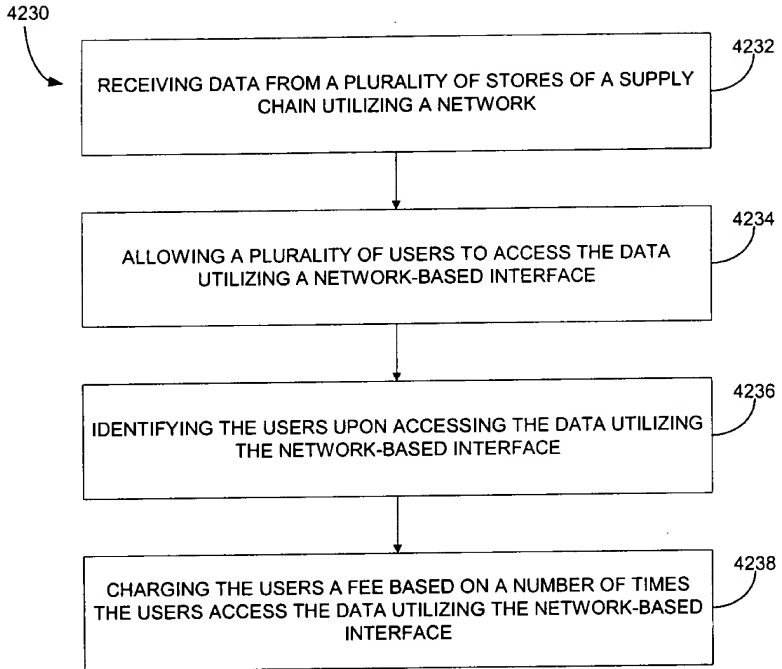


FIG. 42

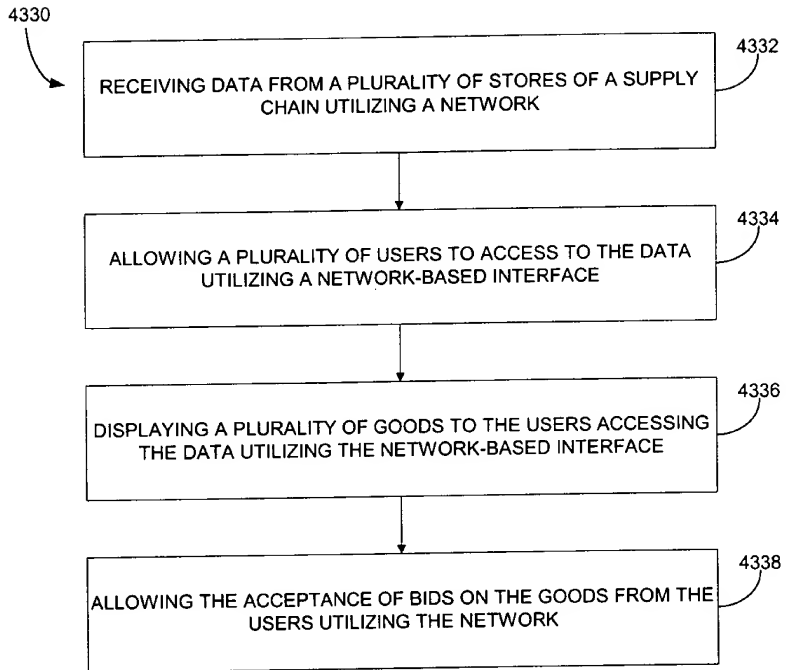


FIG. 43A

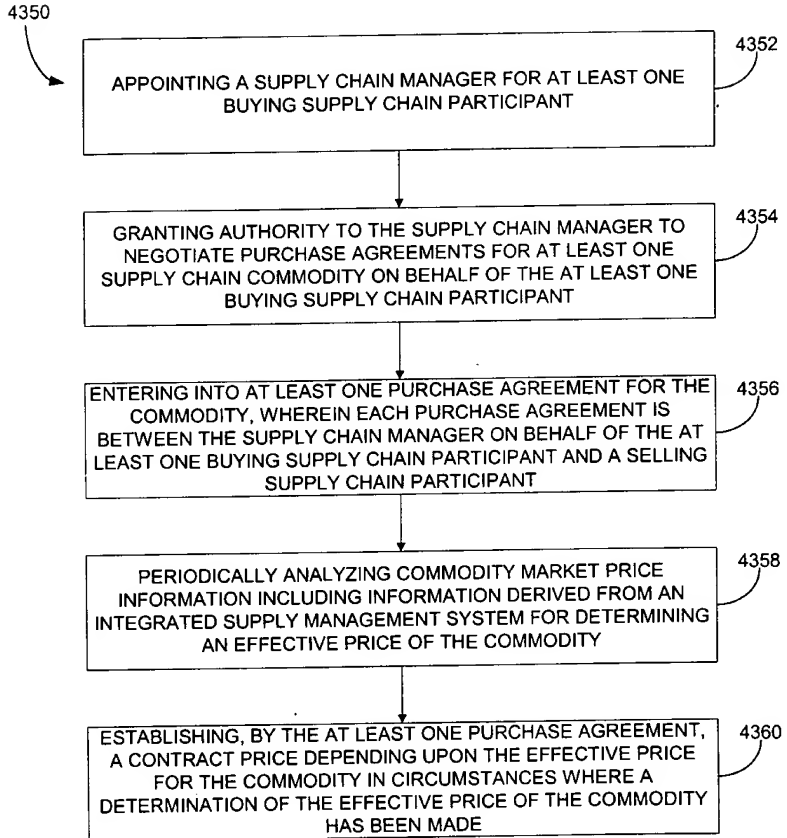


FIG. 43B

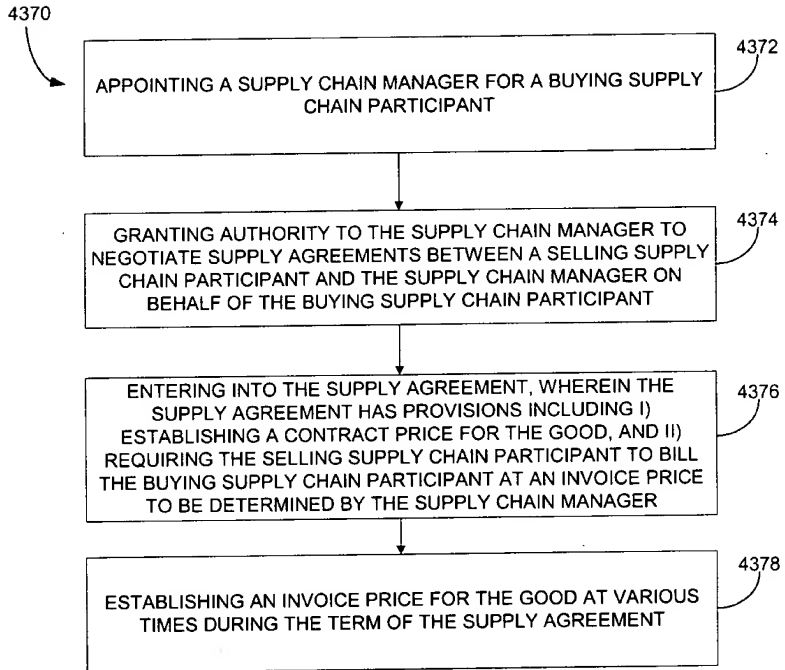


FIG. 43C

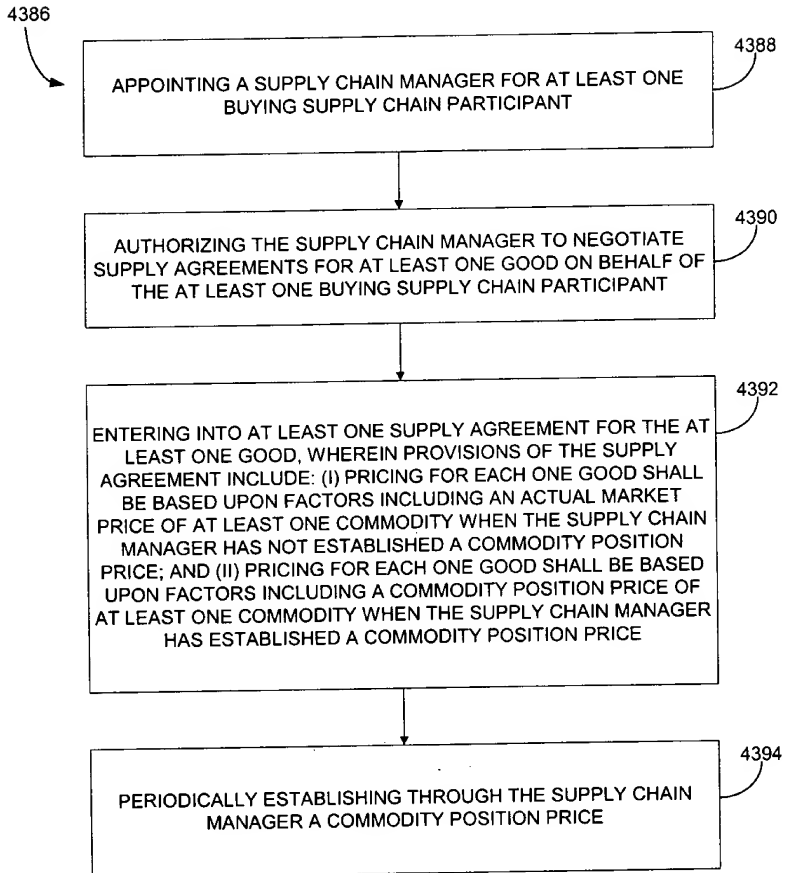


FIG. 43D

FIG. 44

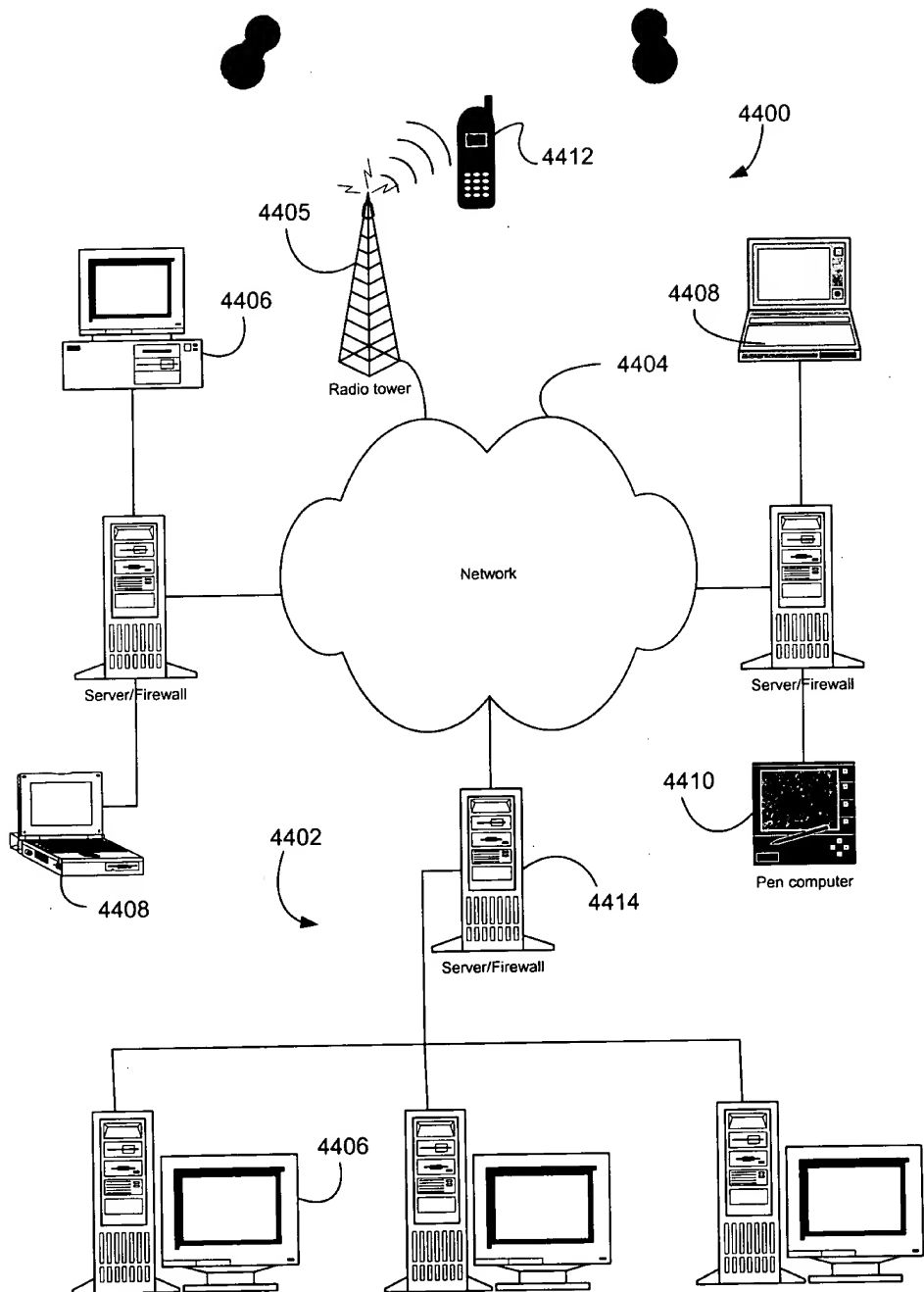


FIG. 44

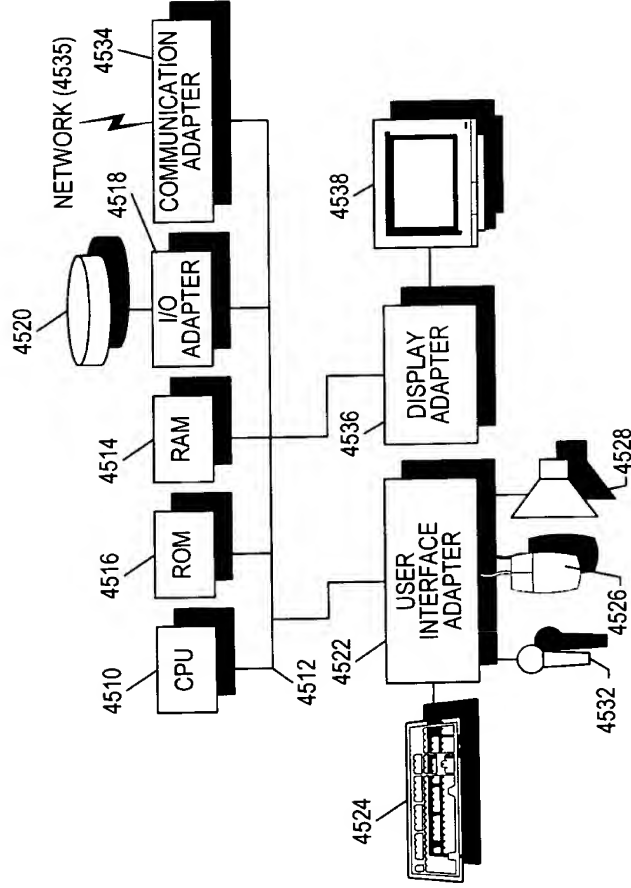


FIG. 45

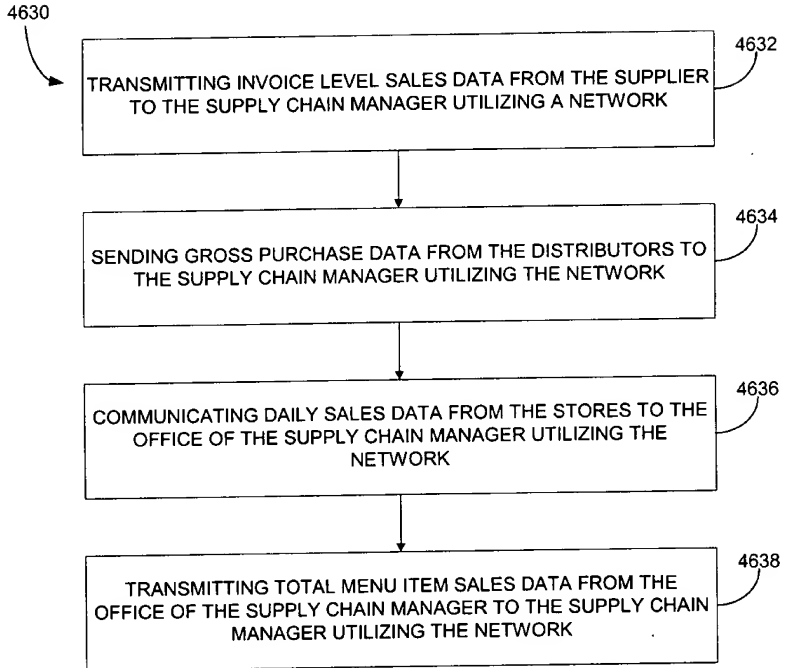


FIG. 46

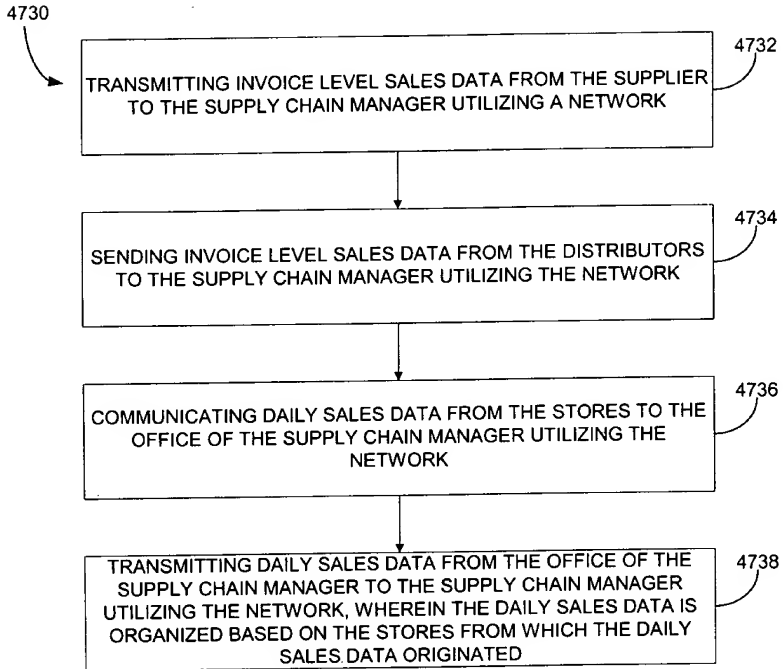


FIG. 47

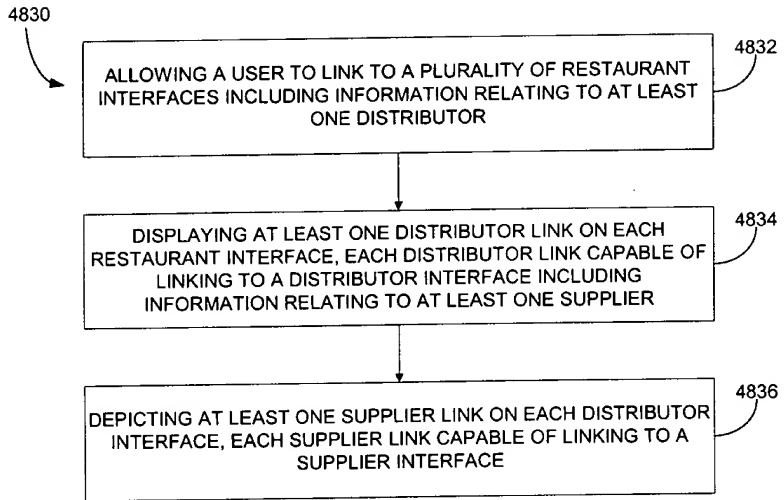
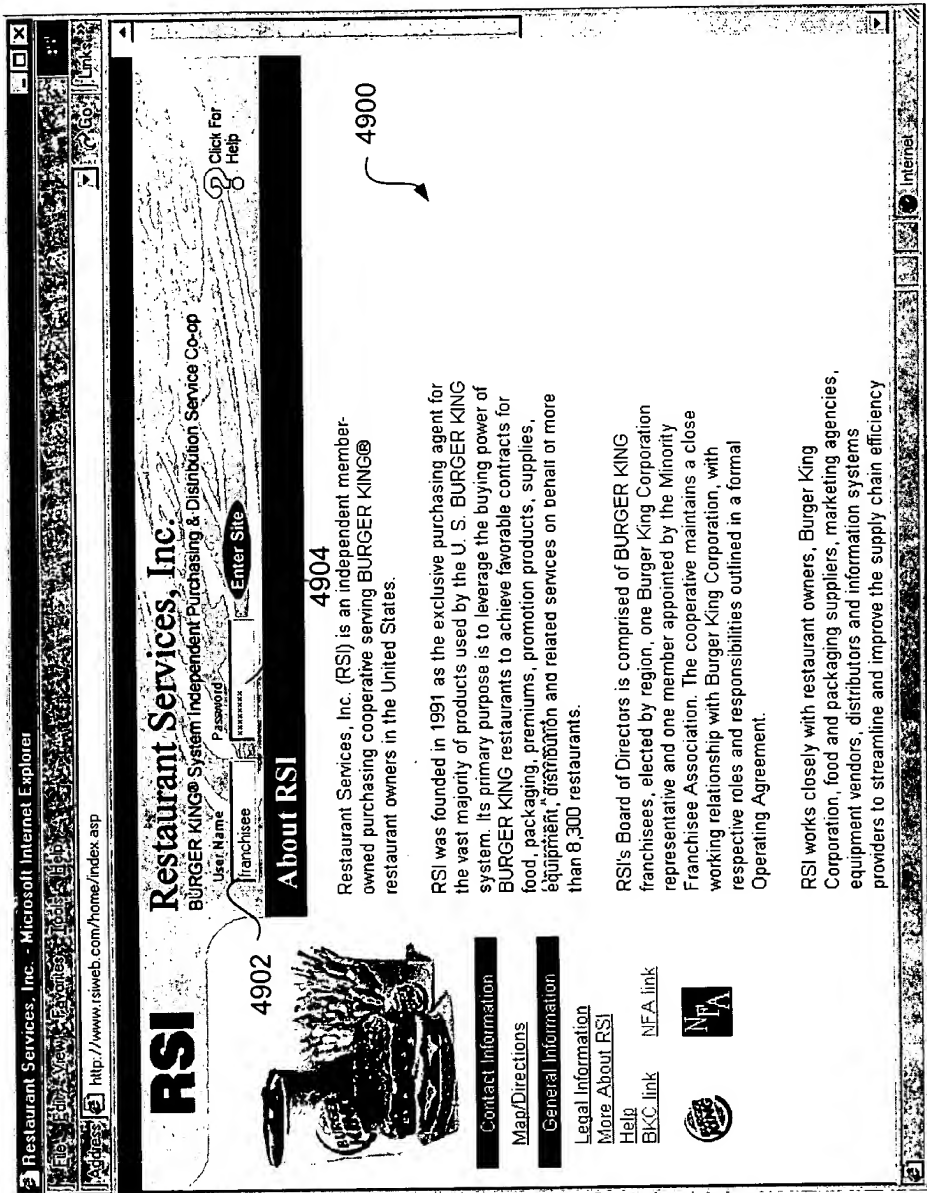


FIG. 48



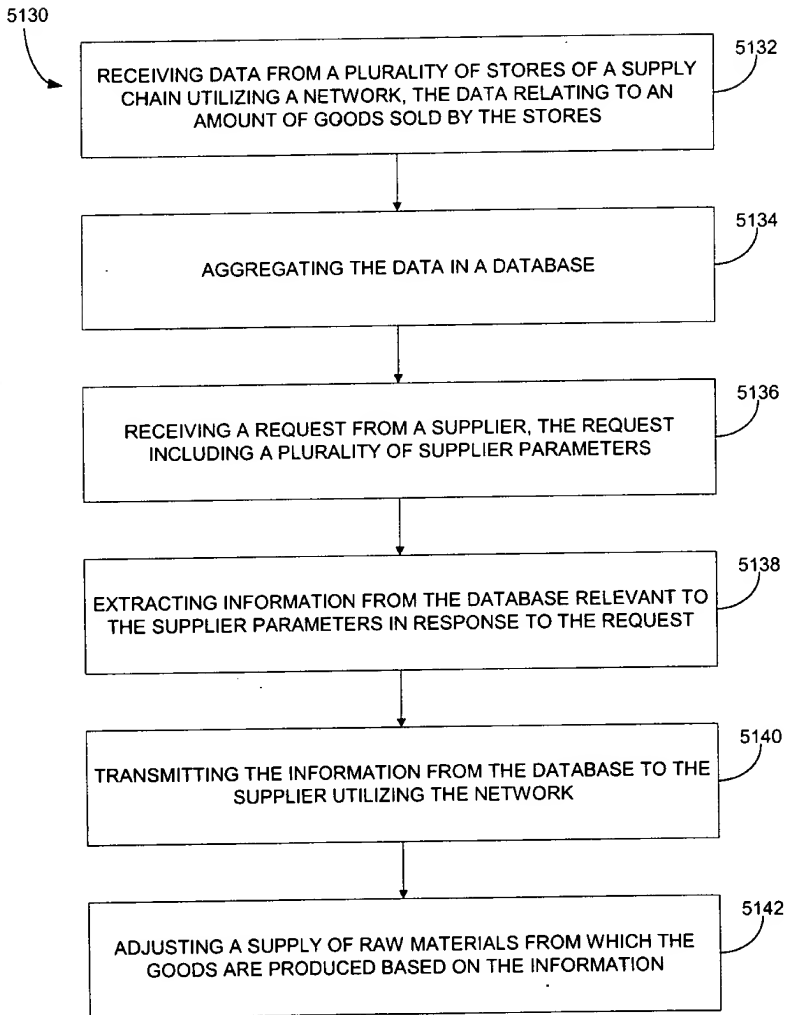


FIG. 51

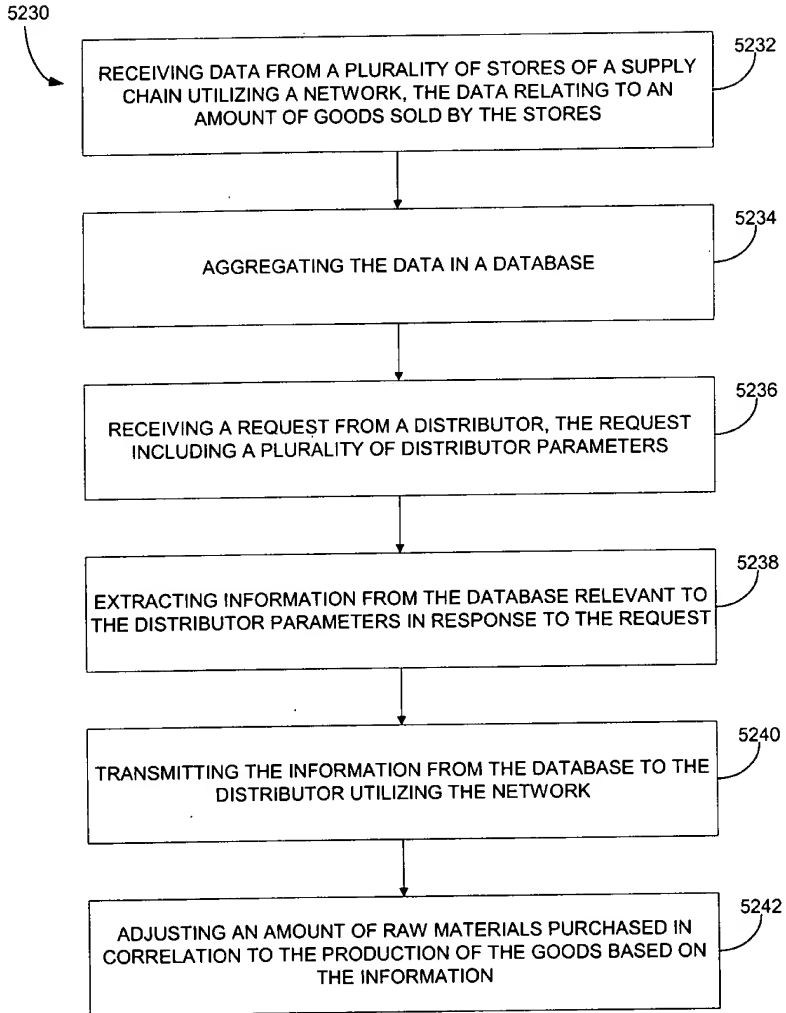


FIG. 52

RSI

Distributor

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

Printer Friendly Version

POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

5300

Distribution Company: REINHART FOODSERVICE
Distribution Center: REINHART - CEDAR RAPIDS, IA

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			14 Day Rolling (Total Cases)														Week Ending Total					
DC Item No	Item Description	% Chg 14 Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/8	10/15	10/8	10/1	9/24
Number of Restaurants Served by DC			200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	197
18988	SAUCE: BBQ BULK BULLSEYE	0.00%	13	13	13	23	18	16	16	16	14	21	21	15	13	13	100	99	80	72		
20788	MUSTARD: BULK BK	0.00%	12	19	20	18	14	14	14	13	14	19	19	16	15	14	110	104	104	100		
24340	MAYONNAISE: BULK BK	0.00%	134	197	211	173	166	164	163	160	200	200	175	165	151	1184	1148	1142	1109			
24888	STRAW: WRAPPED 7.75" BK	0.00%	21	33	34	27	25	24	24	24	34	33	27	24	24	189	179	188	178			
26318	FORK: WRAPPED BULK BK	0.00%	10	11	12	10	9	9	9	11	12	11	10	9	9	70	71	58	58			
25462	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	3	2	2	2	3	3	3	3	2	2	18	15	8	9			
27682	KETCHUP: BULK BAG IN BOX	0.00%	99	134	142	115	104	102	101	100	138	139	115	108	102	788	771	776	743			
27680	KETCHUP: PACKETS 10g BK	0.00%	127	194	205	180	143	142	139	144	197	197	160	142	140	1112	1070	1078	1044			

Done

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REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

5400

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Local Promotion Option	ADI	Start Date	Projected Dly Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup						
Chicago, IL		5/1/00	85	99	8	
Davenport-RI-Moline, IA		9/1/00	85	32	17	
Des Moines-Ames, IA		7/10/00	85	17	28	
Omaha, NE		7/10/00	85	17	60	
Peoria, IL		8/1/00	85	99	17	
Sioux City, IA		8/28/00	85	99	10	
Springfield-Decatur-Chmpg, IL		8/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King						
Cedar Rapids-Waterloo-Dubuq, IA		4/15/00		99	19	
Davenport-RI-Moline, IA		4/15/00		99	17	
Quinn-Jasper-Kirksville, IA		4/15/00		99	3	
Big King Total					39	
Pancake Minis						
Chicago, IL		5/15/00	20	99	8	
Peoria, IL		5/1/00	20	99	17	
Sioux City, IA		4/15/00	20	99	10	
Pancake Minis Total					35	

TYSON FOODS

POS Implied Daily Usage - Supplier - Microsoft Internet Explorer

Address: http://www.rsiweb.com/supplier/s_rplposdaily.asp?report=true

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POS Implied Daily Usage - Supplier

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POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

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Supplier: TYSON FOODS

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				14 Day Rolling (Total Cases)														Week Ending Total			
FOB Point	DC	RSI Item No	Item Description	% Chg Day Avg	10/20	10/21	10/22	10/23	10/24	10/25	10/26	10/27	10/28	10/29	10/30	10/31	9/25	9/26			
TOTAL																					
Total of DC Locations:																					
6	PATTY	CHICKEN BK		0.00%	90	137	144	111	100	98	95	100	134	137	125	100	100				
					35	51	60	48	45	43	43	40	53	80	48	46	41				
					222	335	337	265	240	220	225	246	346	315	255	228	223				
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6	PATTY	CHICKEN BK		0.00%	90	137	144	111	100	98	95	100	134	137	125	100	100				

Landed Cost Report

5600

Restaurant Number:

0003473

Date:

Retrieve

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Report Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE THERMAL 2.25" X 165'	\$21.27	\$1.57	\$22.84
12880	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18888	388	SAUCE-BULK-KRAFT BULLSEYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK 3 GAL	\$8.45	\$1.57	\$9.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	68	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

FIG. 56

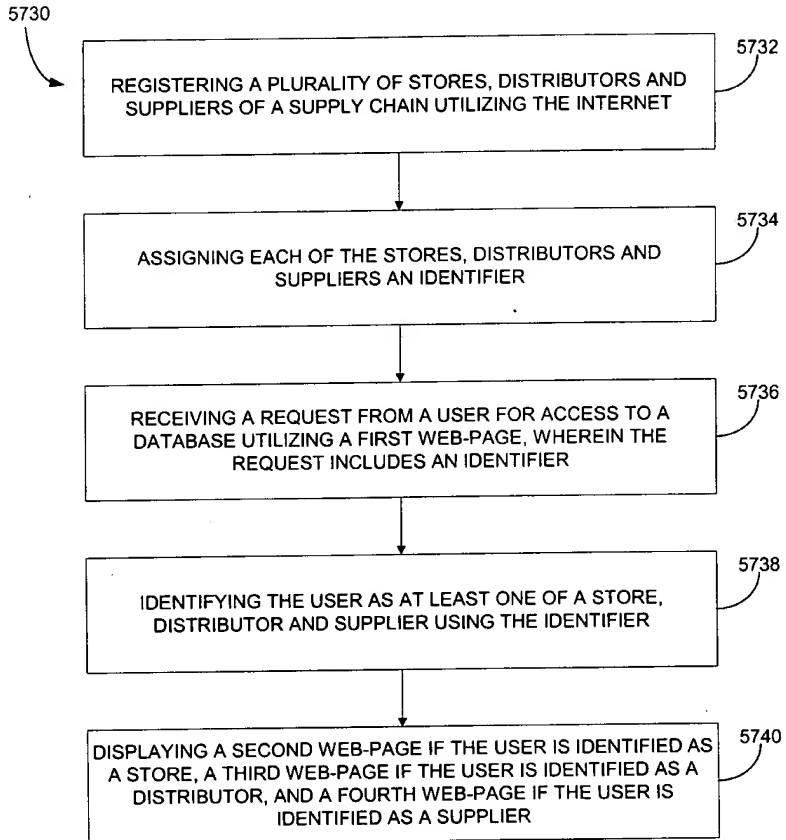


FIG. 57

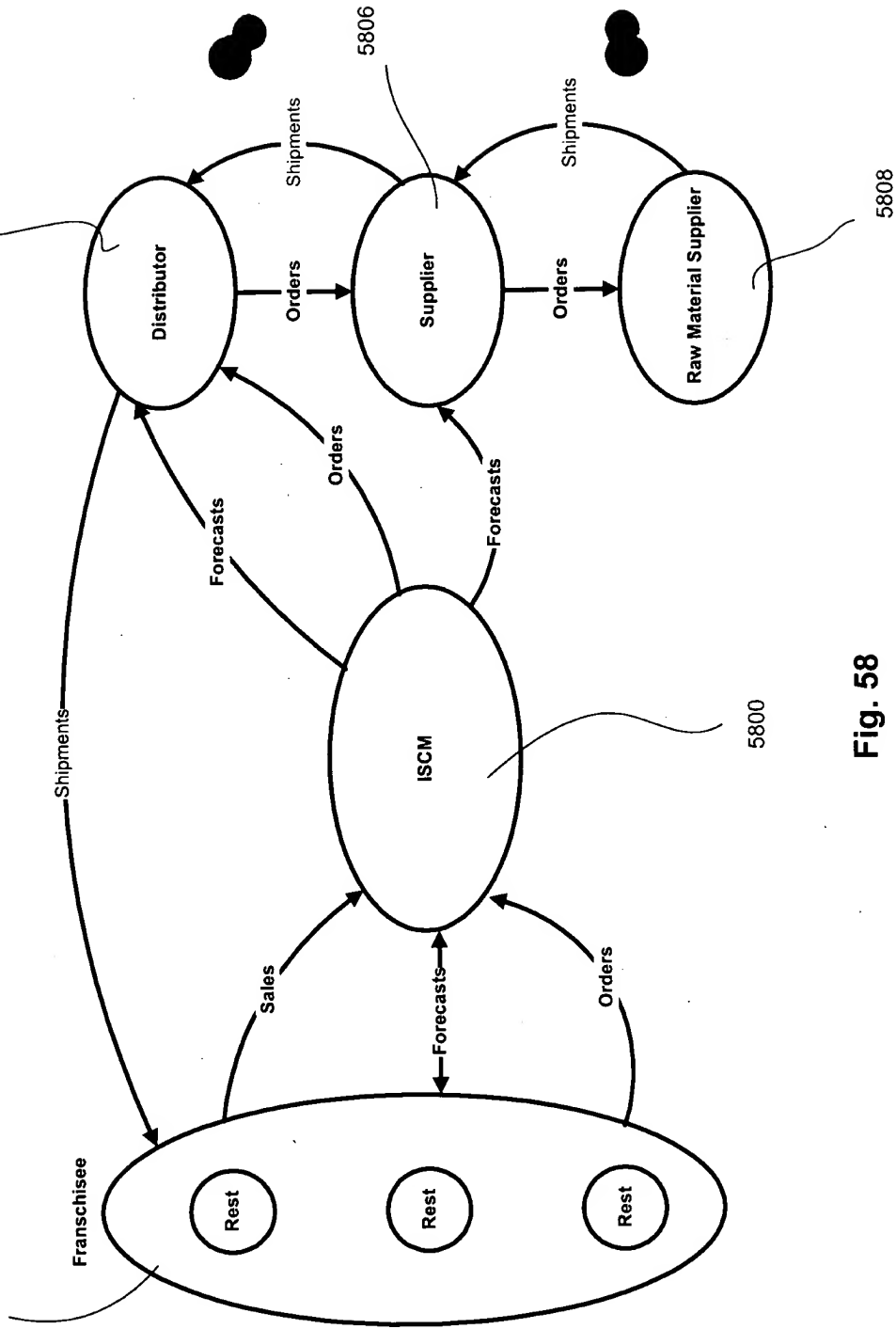


Fig. 58

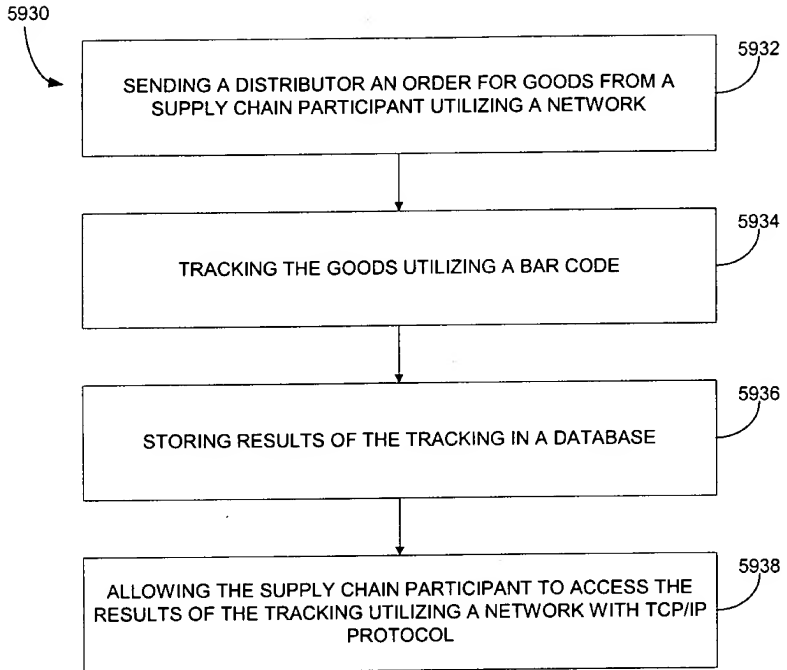


FIG. 59

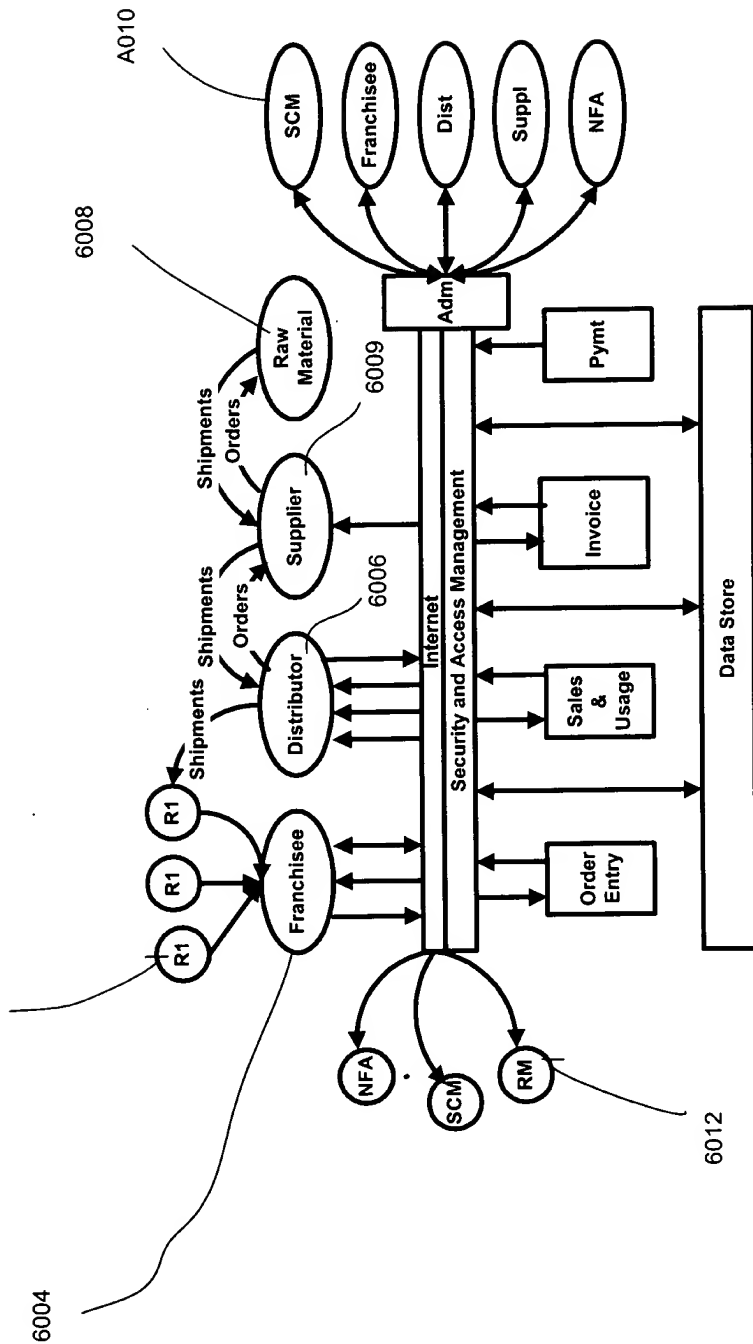


Fig. 60

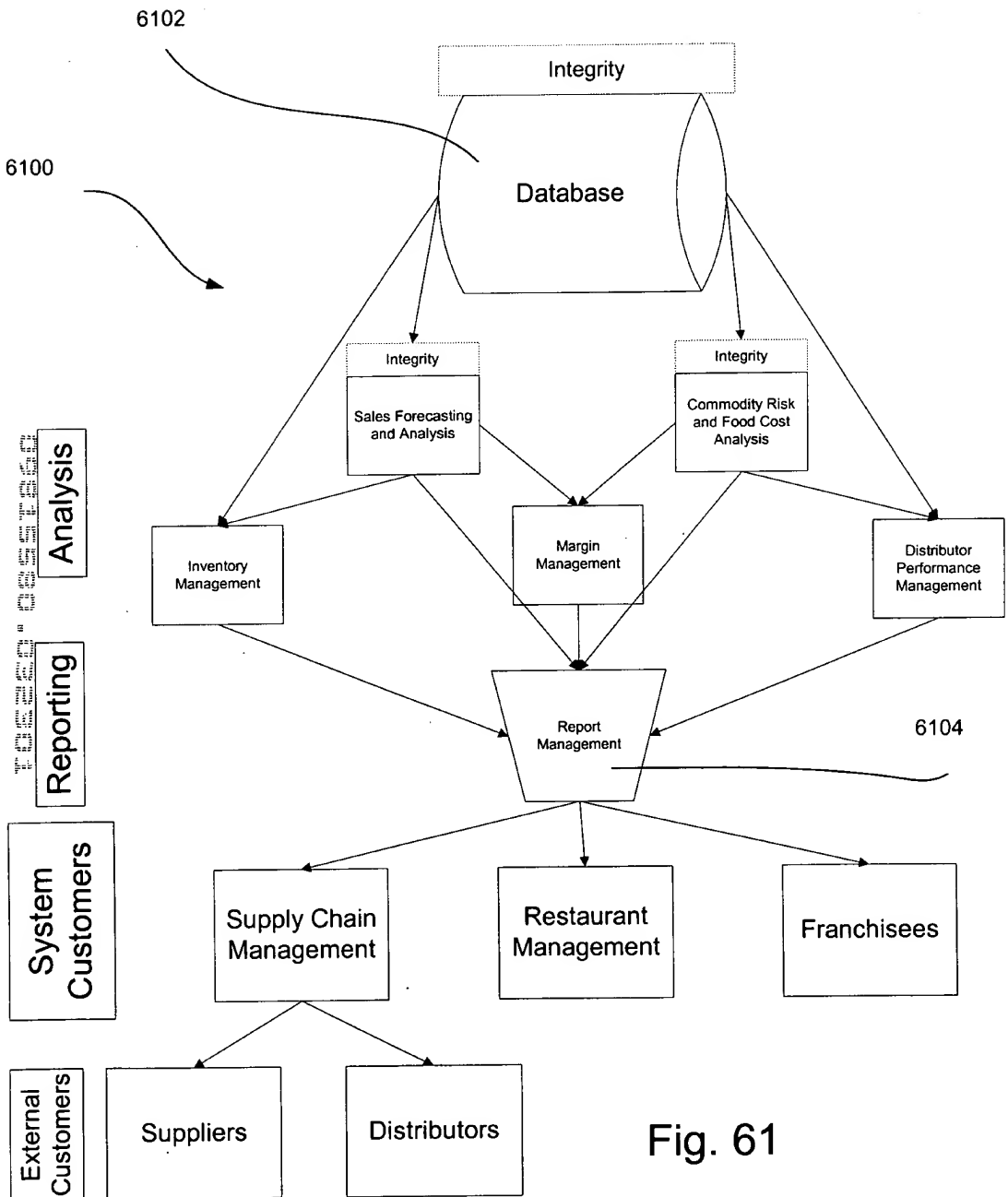


Fig. 61

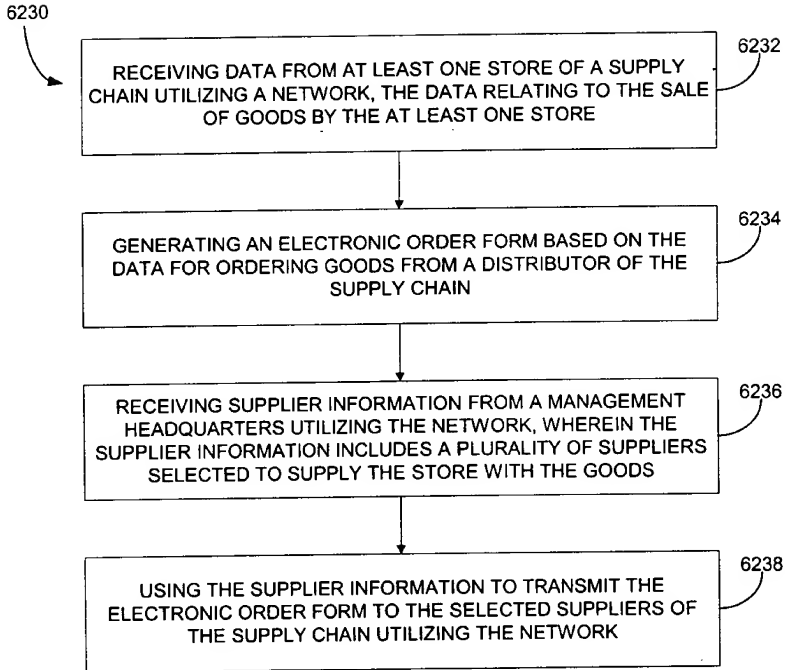


FIG. 62

6300

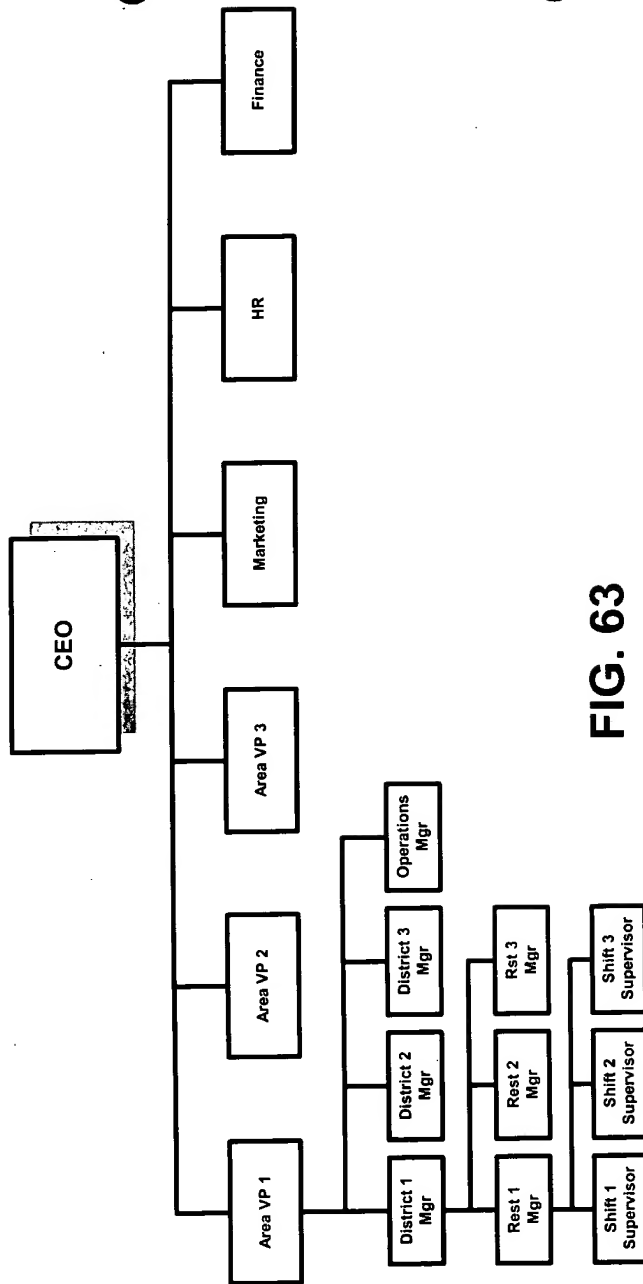


FIG. 63

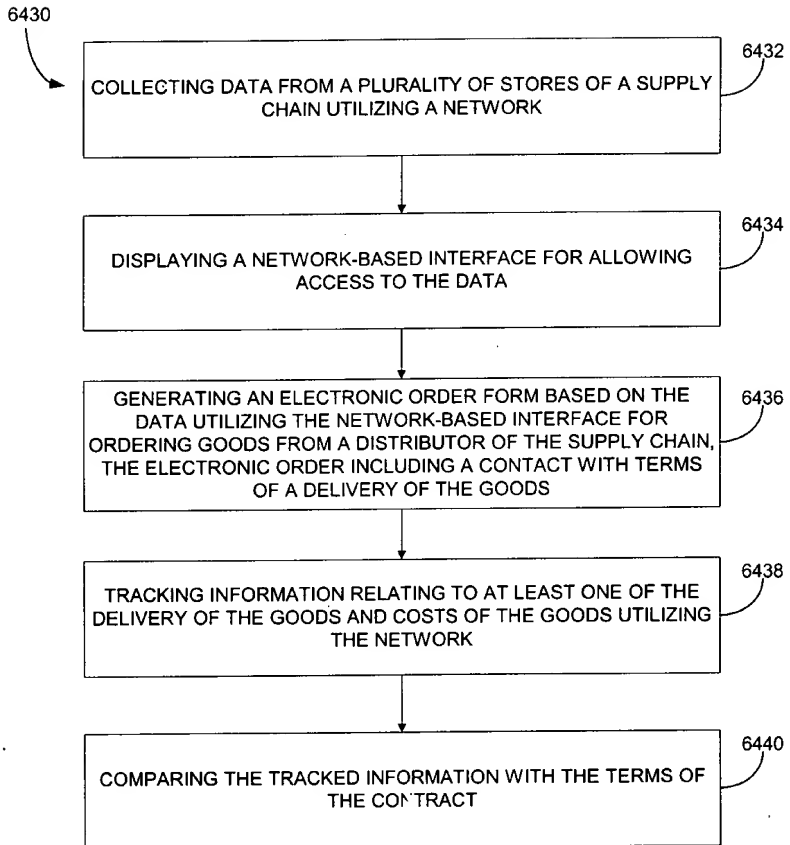


FIG. 64

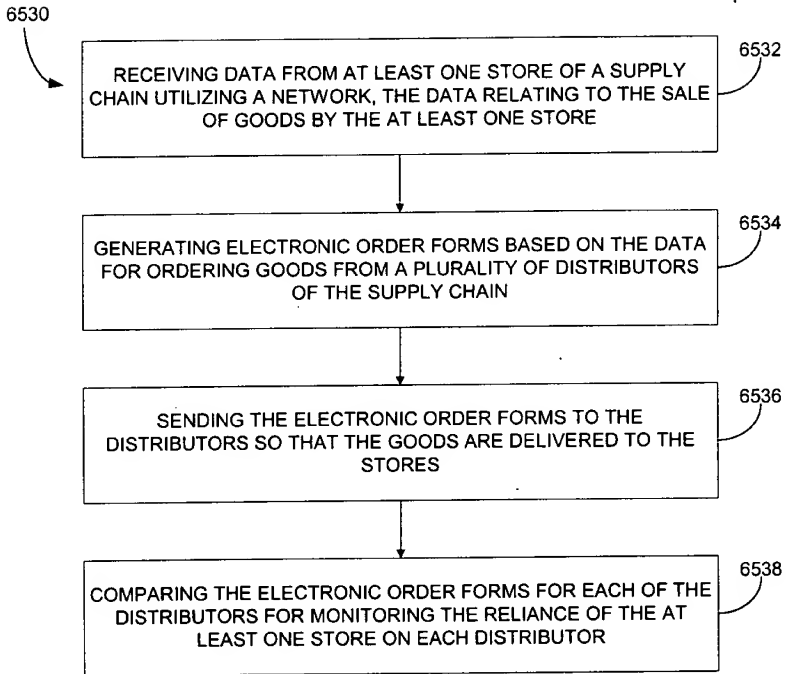


FIG. 65

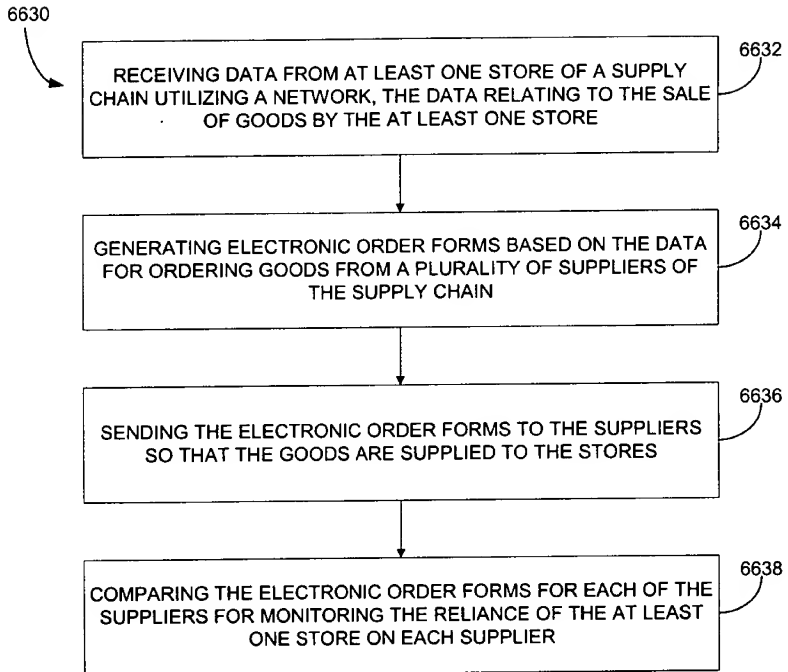


FIG. 66

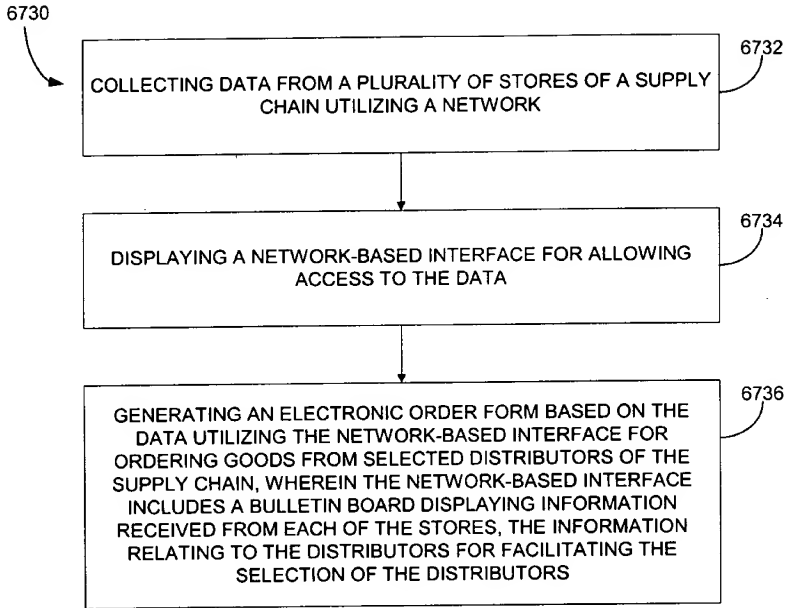


FIG. 67

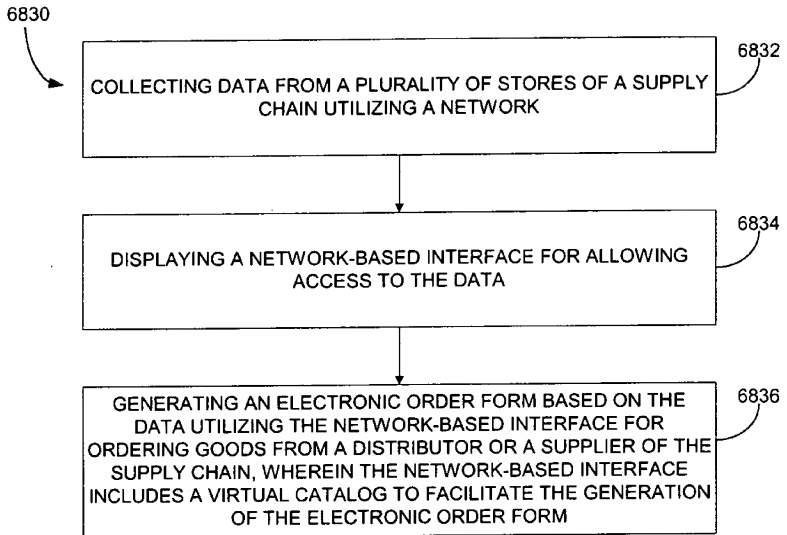


FIG. 68

6900

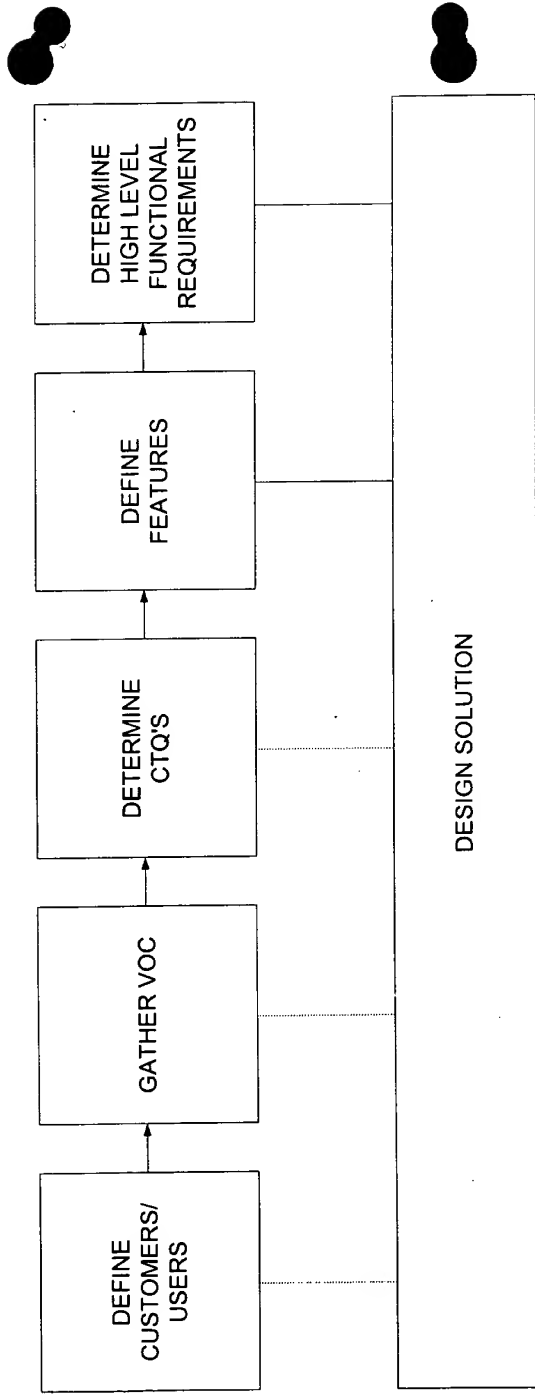


FIG. 69

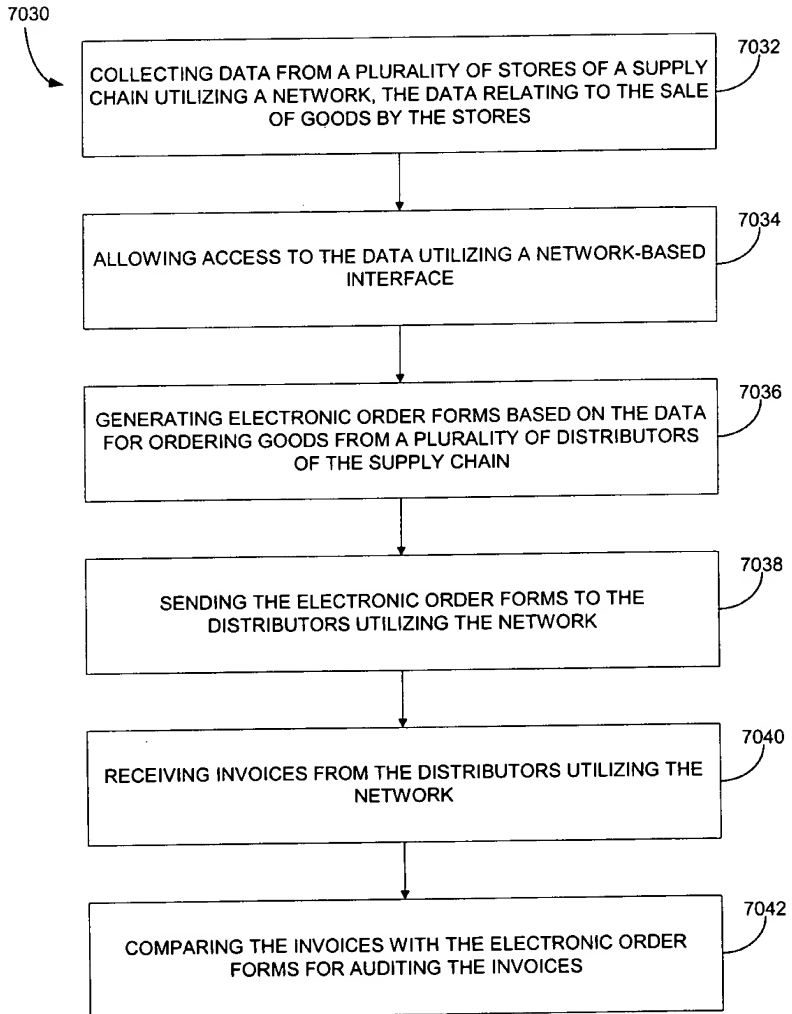


FIG. 70

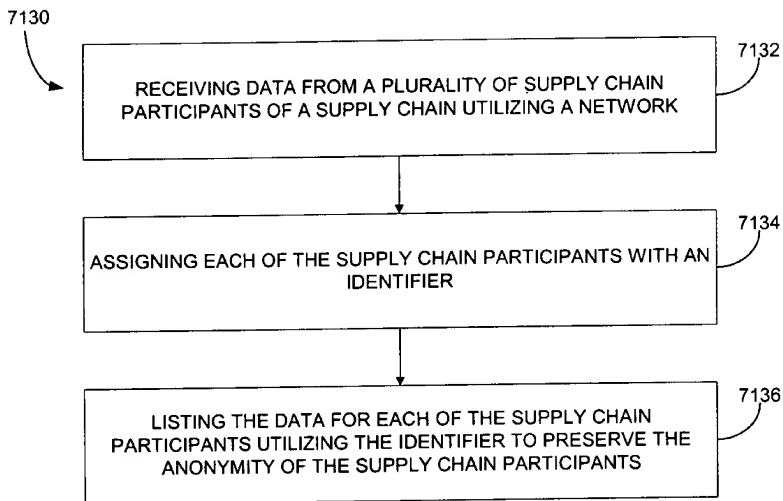


FIG. 71

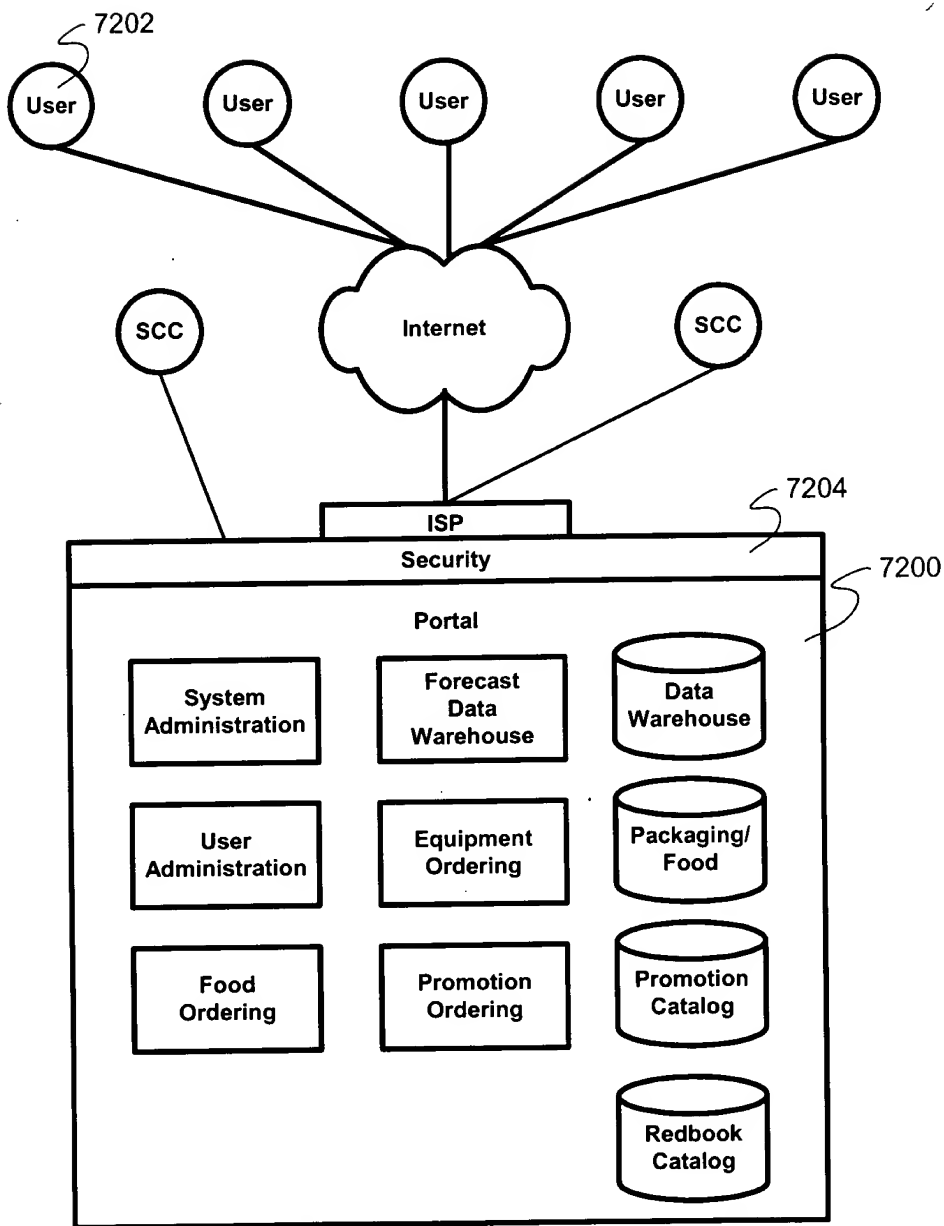


FIG. 72

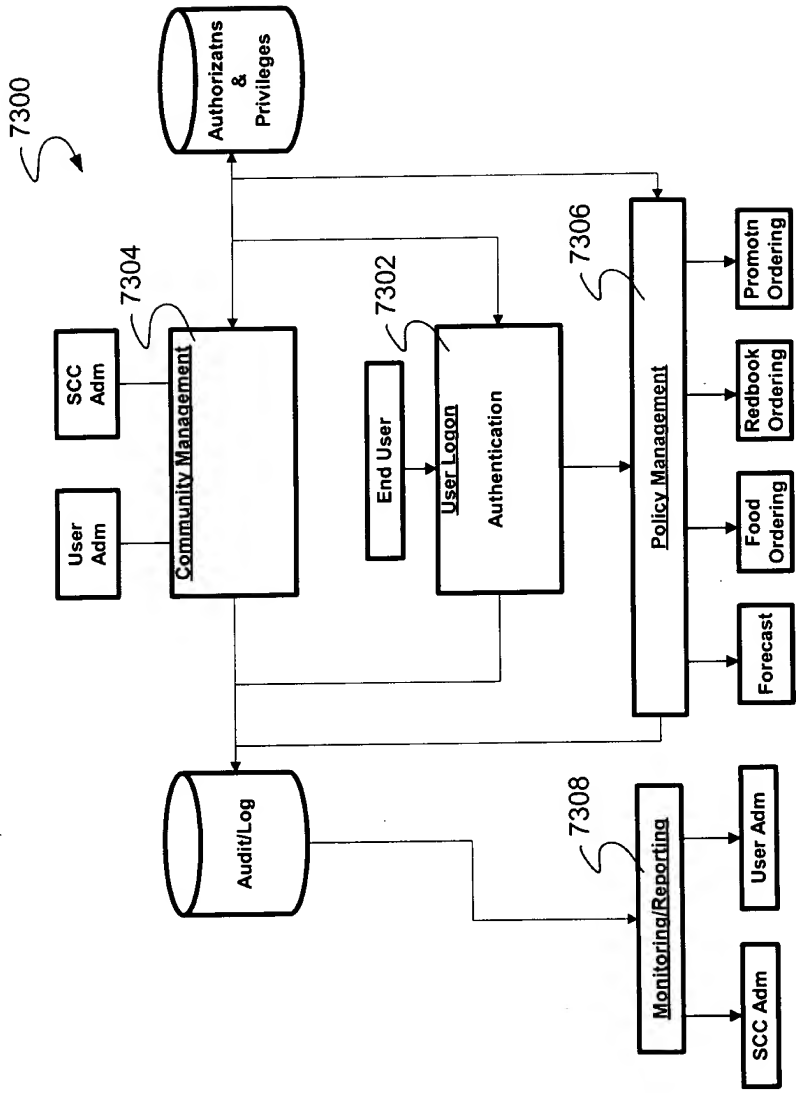


FIG. 73

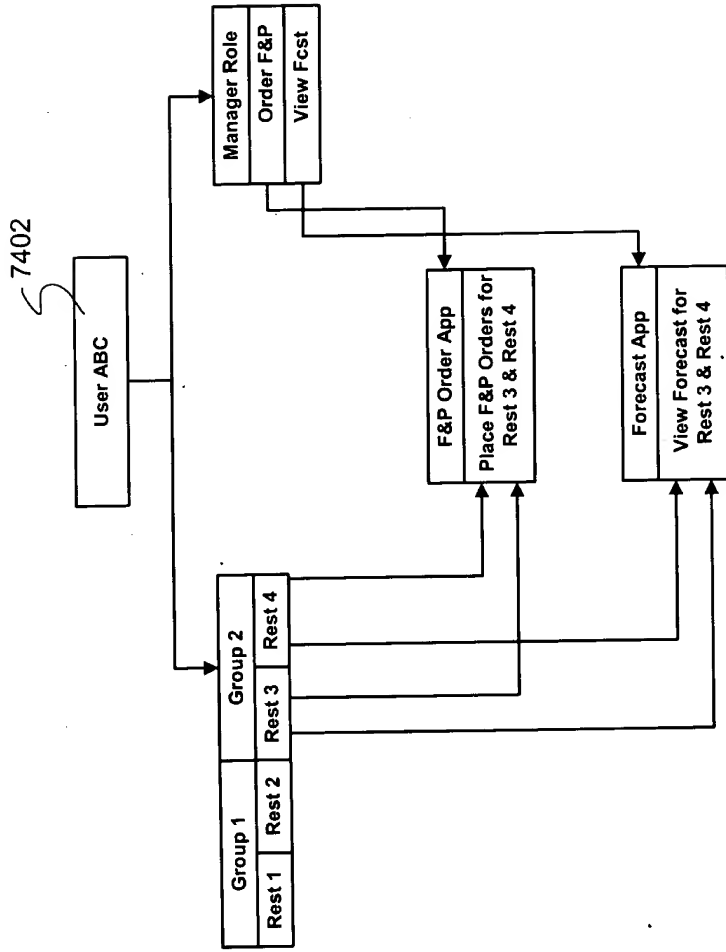


FIG. 74

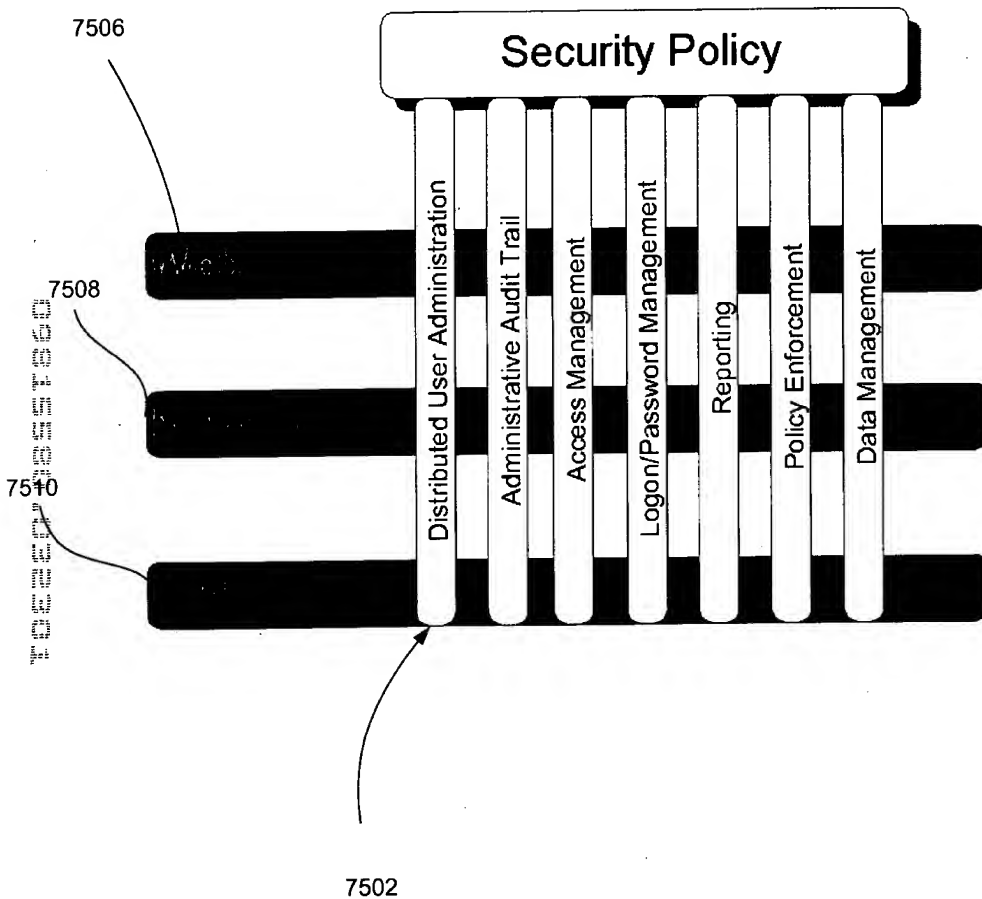


Fig. 75

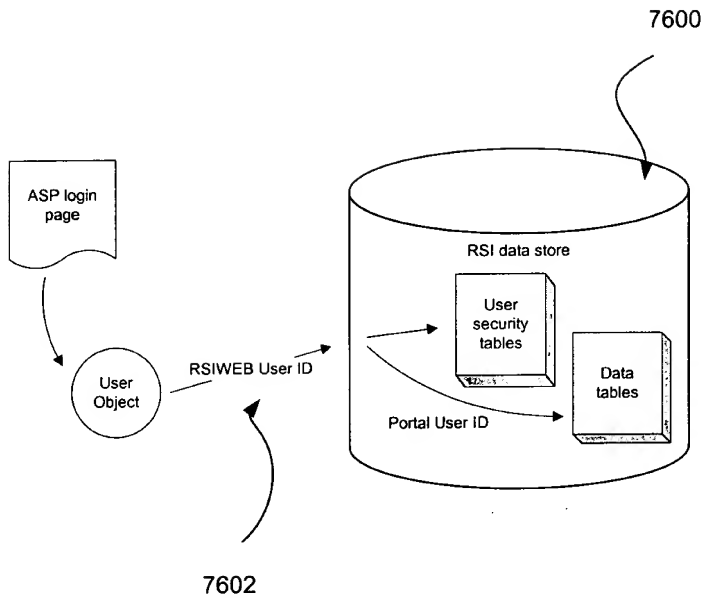


Fig. 76

Patented 06/23/2009

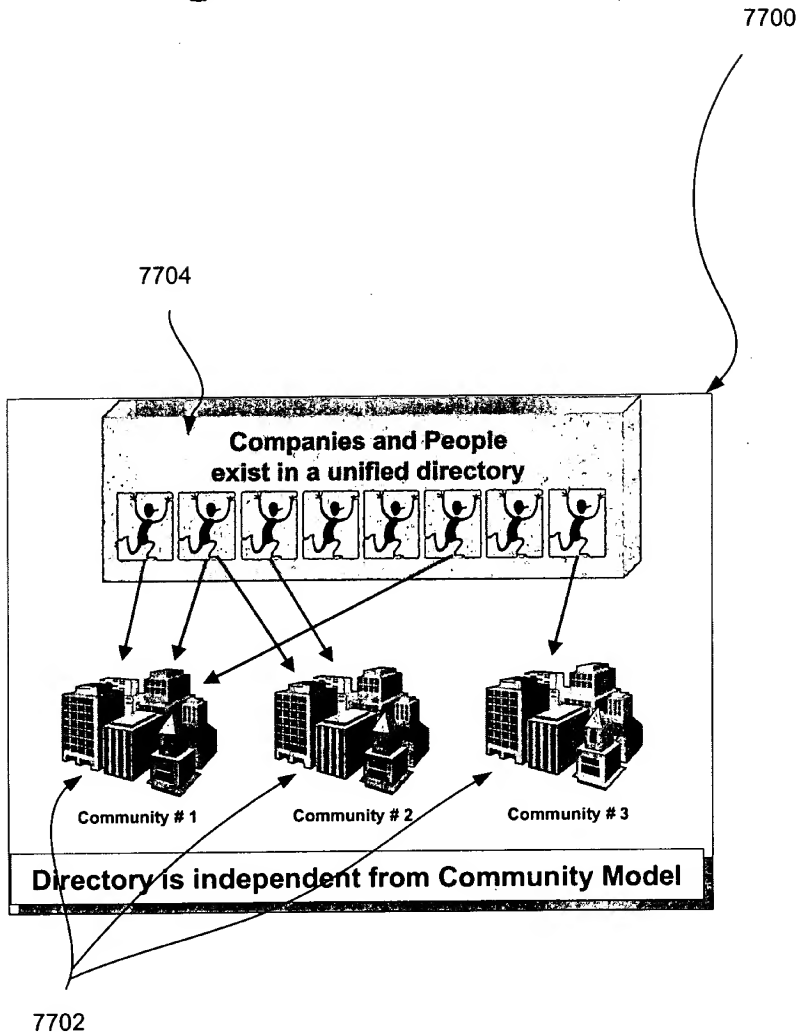


Fig. 77

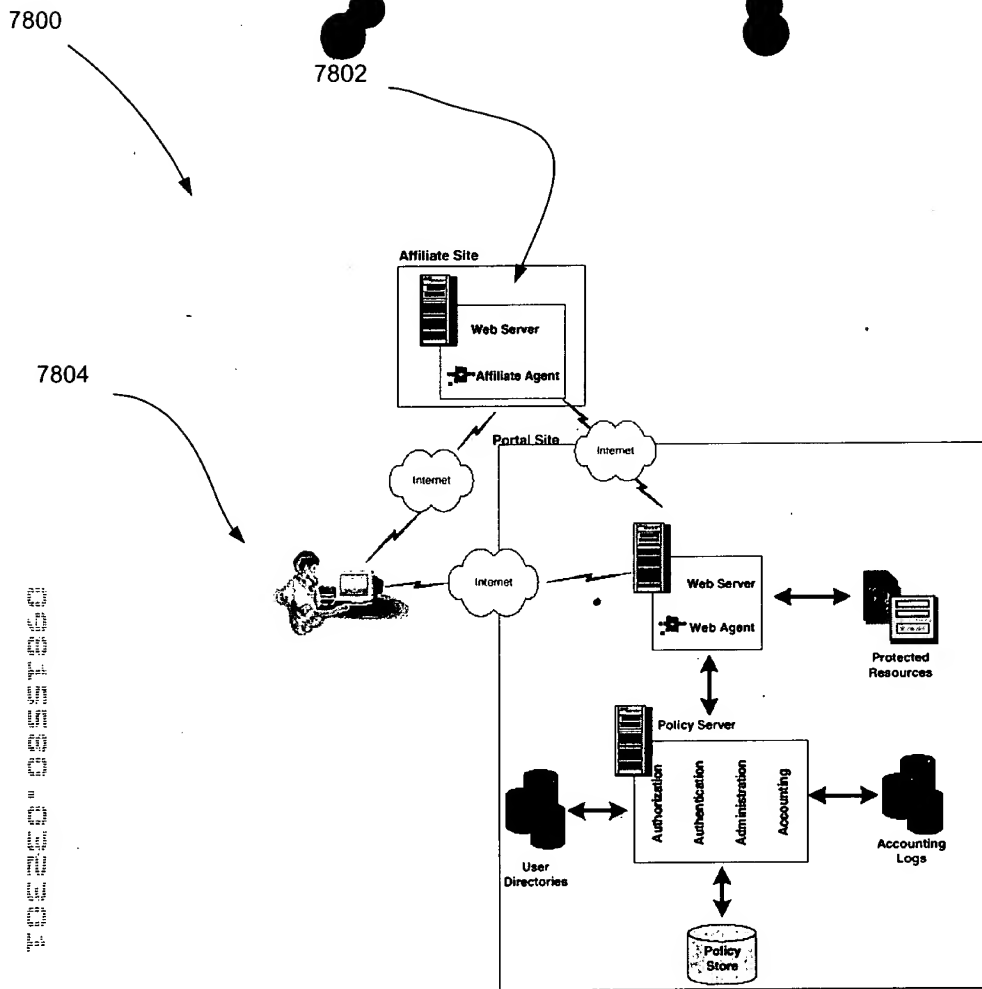


Fig. 78

7900

7902

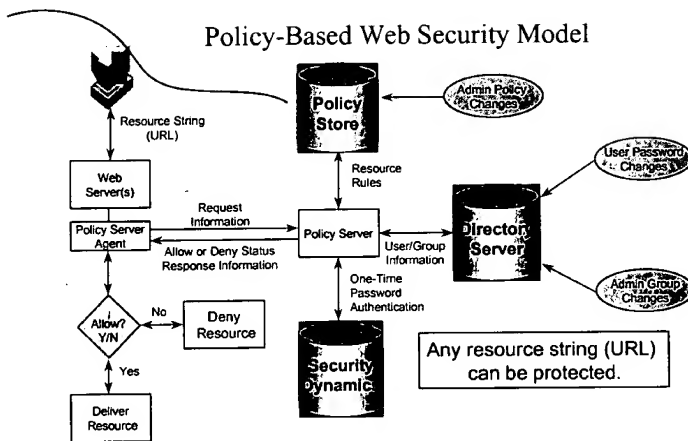


Fig. 79

8030

REGISTERING A PLURALITY OF USERS INCLUDING SUPPLIERS,
DISTRIBUTORS, AND STORES OF A SUPPLY CHAIN UTILIZING A
NETWORK

8032

MAINTAINING THE REGISTERED USERS ON A LIST

8034

COLLECTING DATA FROM A PLURALITY OF STORES OF THE
SUPPLY CHAIN UTILIZING THE NETWORK

8036

UPDATING THE LIST TO ADD, EDIT, AND DELETE THE USERS
UTILIZING THE NETWORK

8038

RECEIVING A REQUEST FOR ACCESS TO THE DATA UTILIZING
THE NETWORK, THE REQUEST INCLUDING AN IDENTIFIER

8040

COMPARING THE IDENTIFIER AGAINST THE LIST

8042

DISPLAYING A NETWORK-BASED INTERFACE FOR ALLOWING
ACCESS TO THE DATA UPON THE SUCCESSFUL COMPARISON OF
THE IDENTIFIER AGAINST THE LIST

8042

FIG. 80

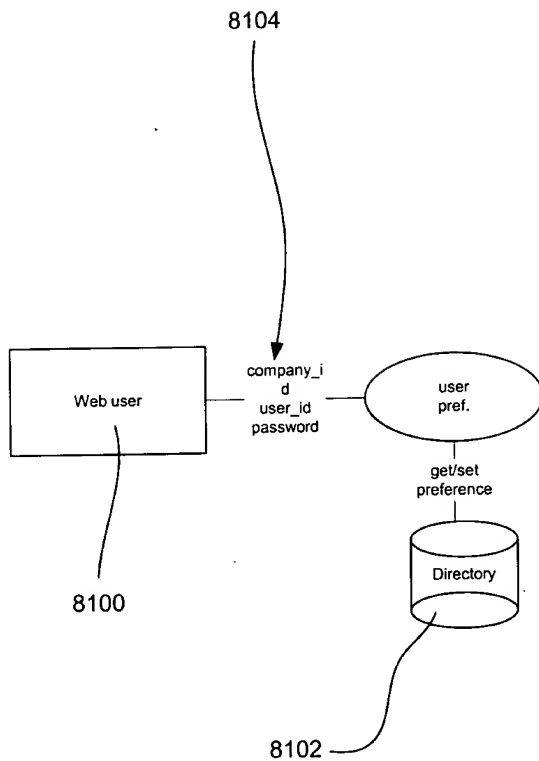


Fig. 81

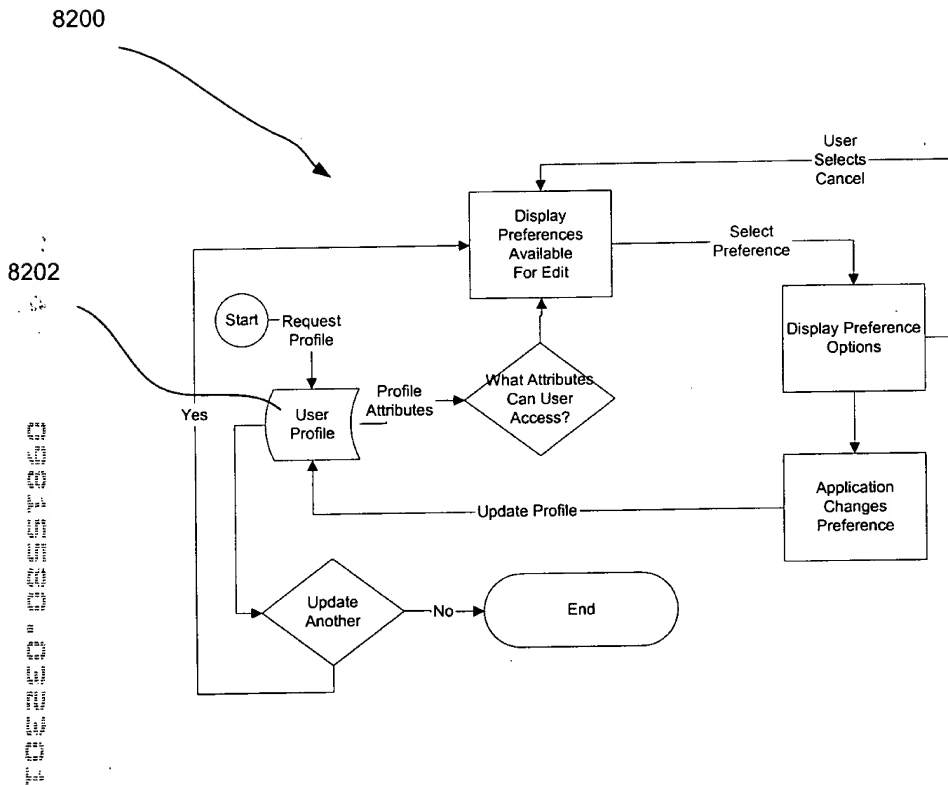
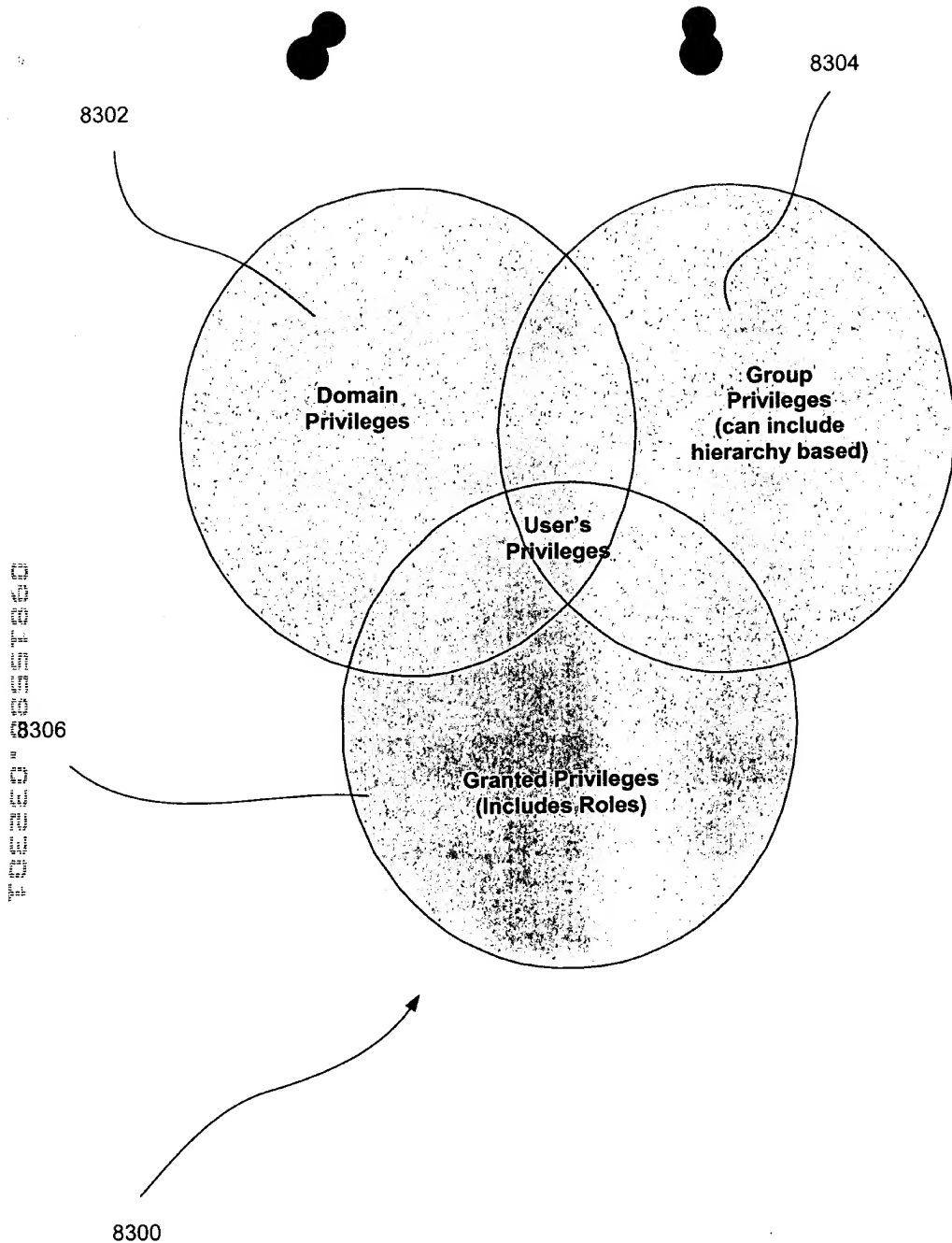


Fig. 82



8404

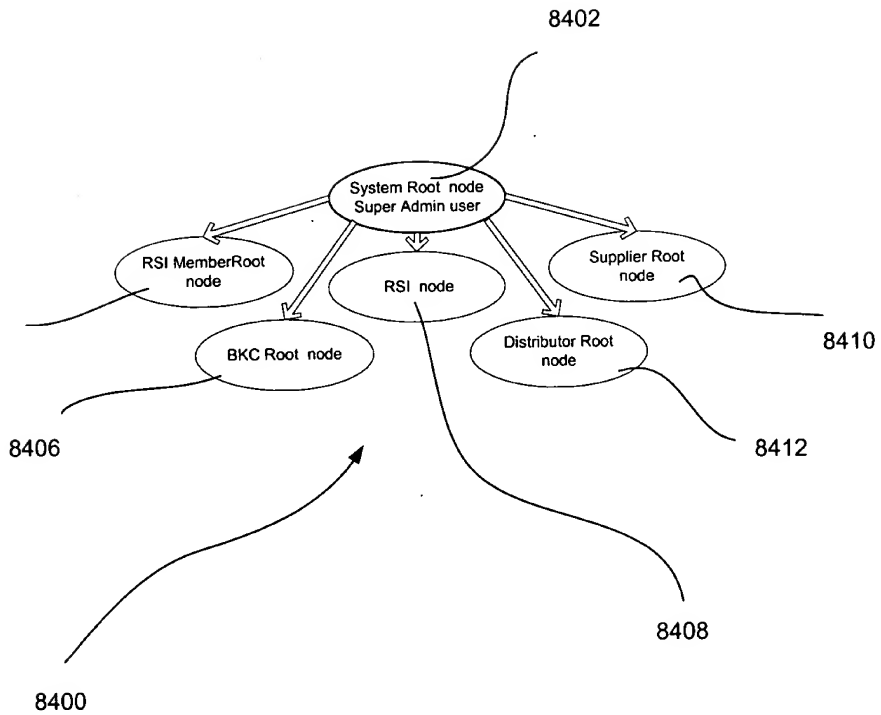


Fig. 84

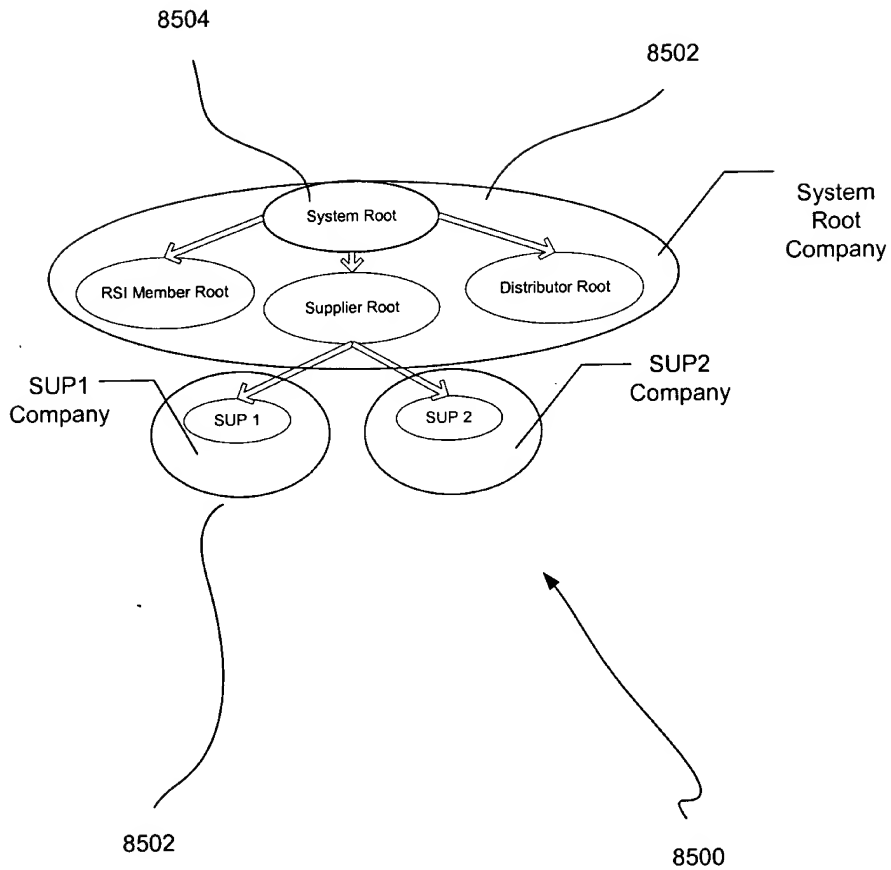


Fig. 85

8600

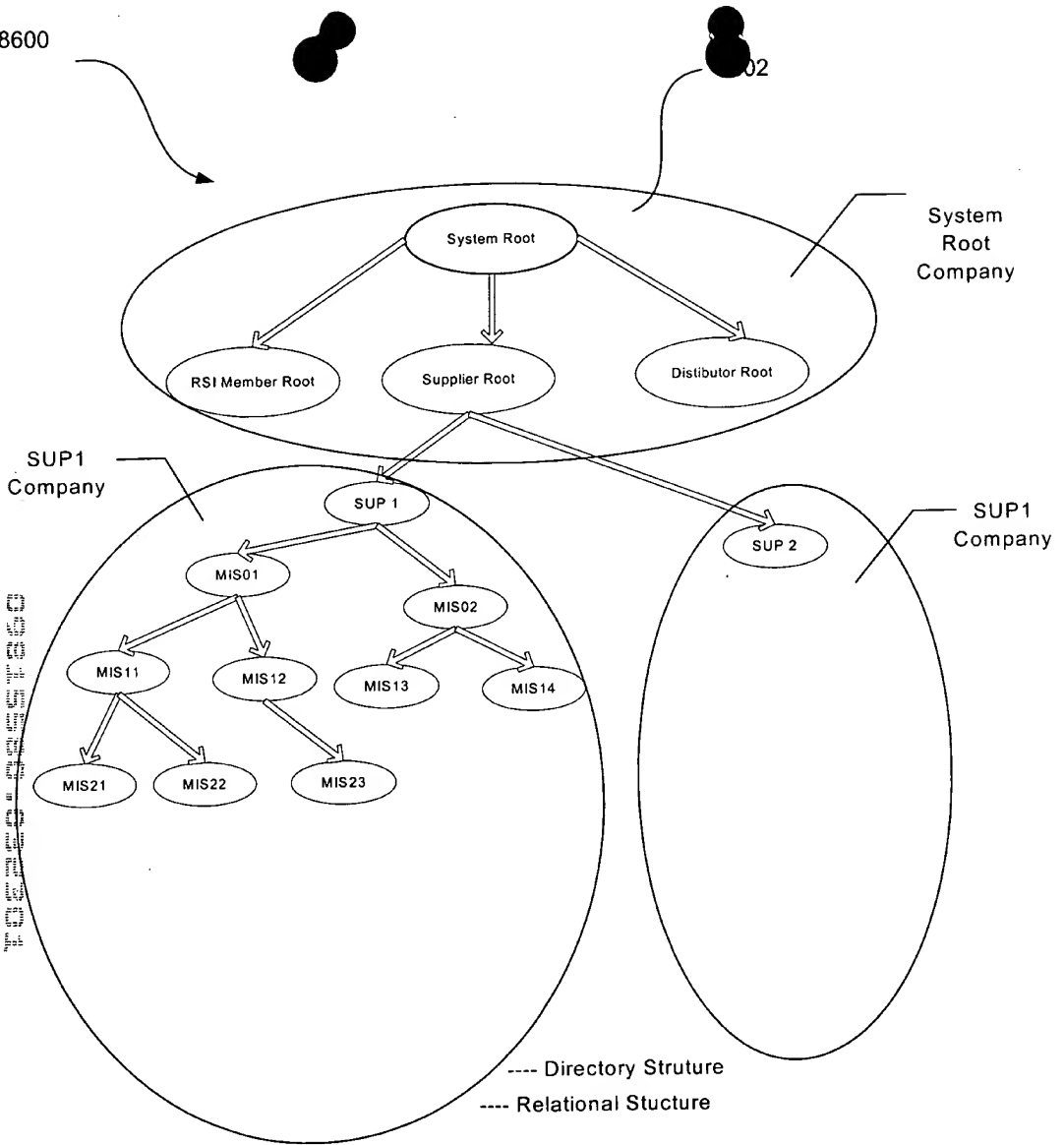


Fig. 86

Group Hierarchy Management: Data Flow

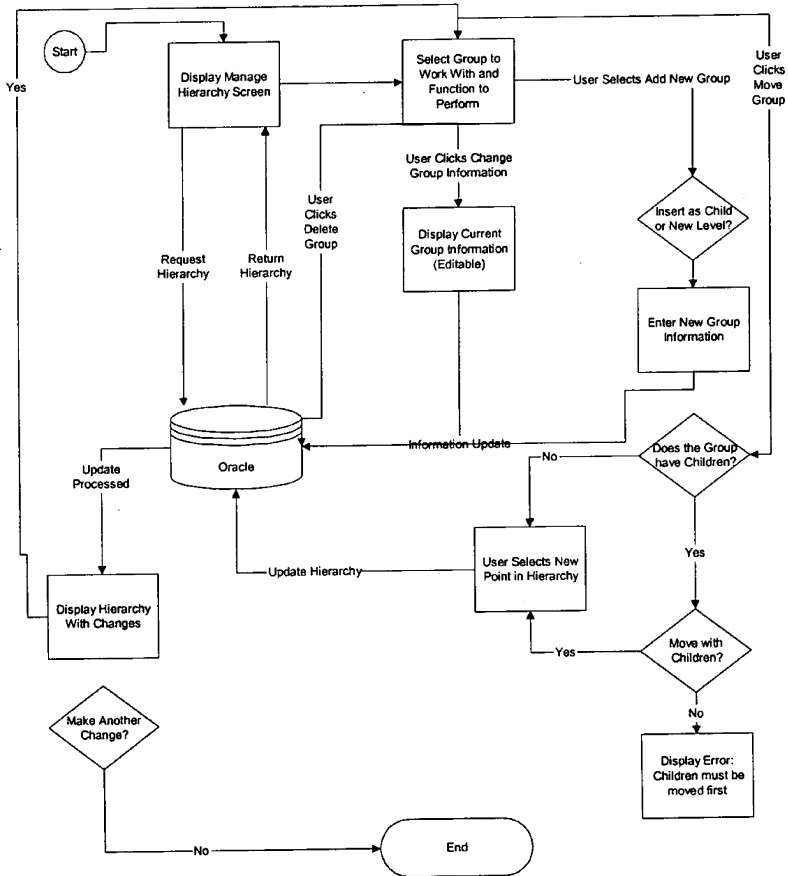
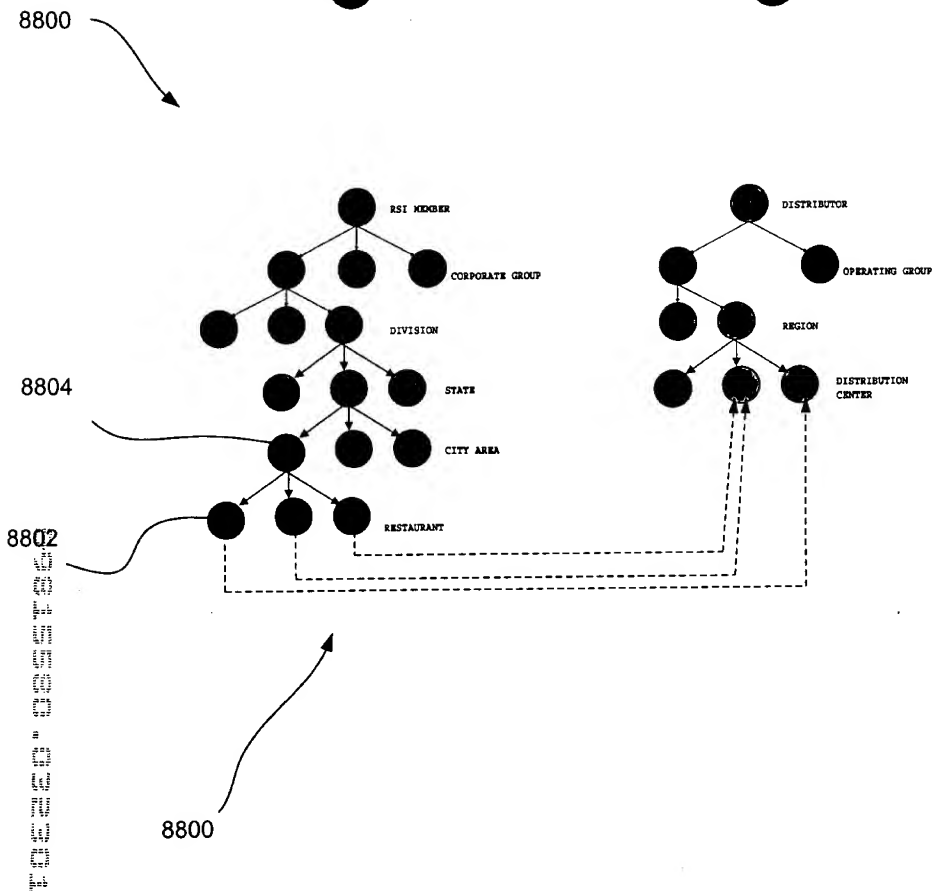


Fig. 87



8902

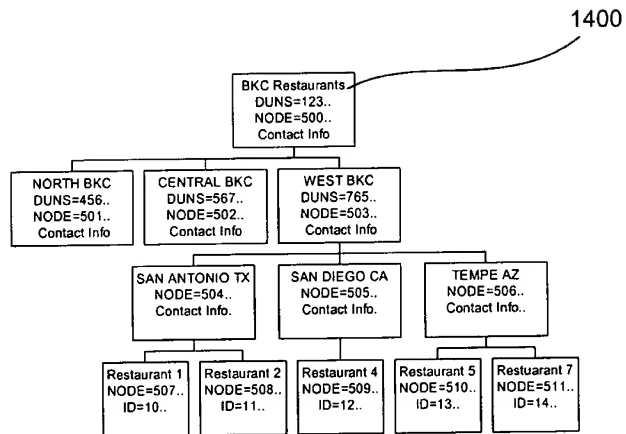


Fig. 89

9000

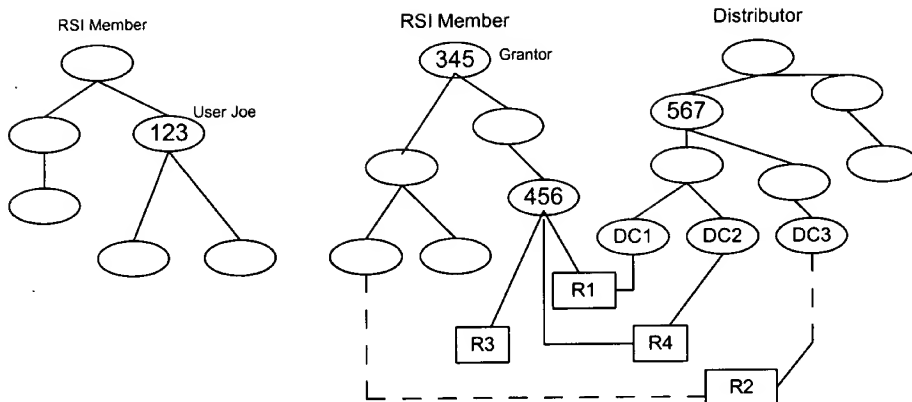


FIG. 90

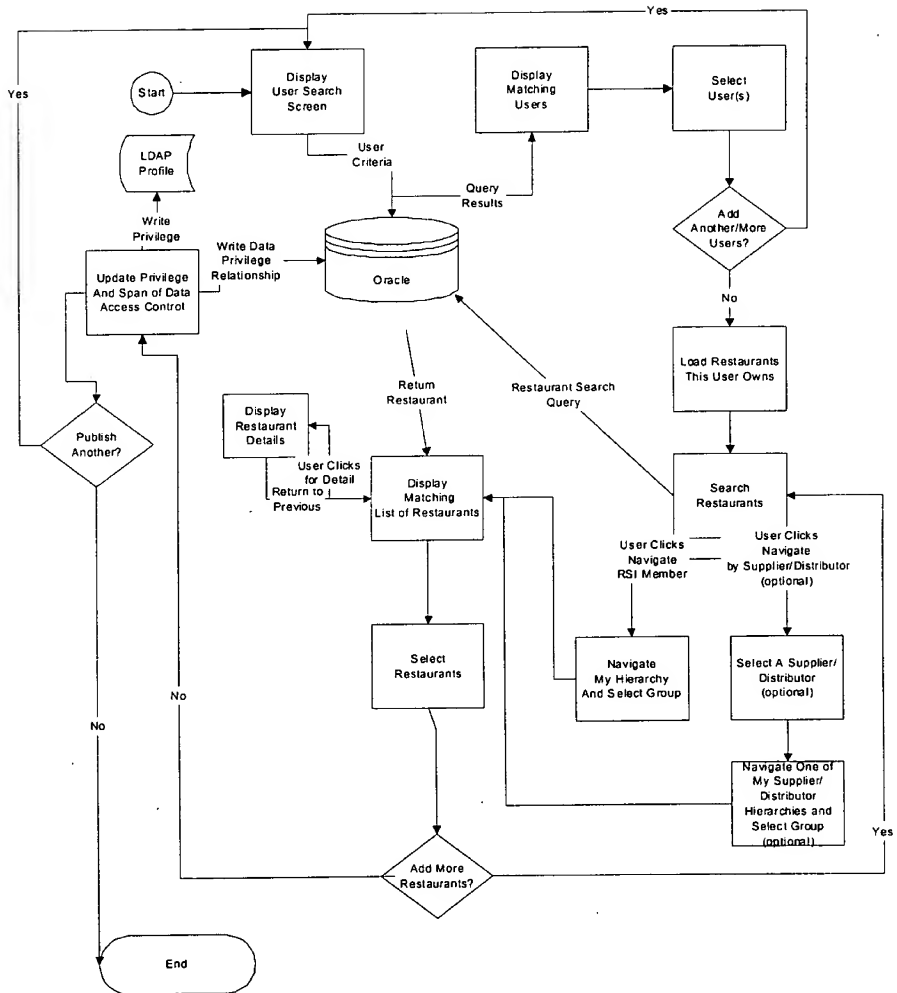


Fig. 91

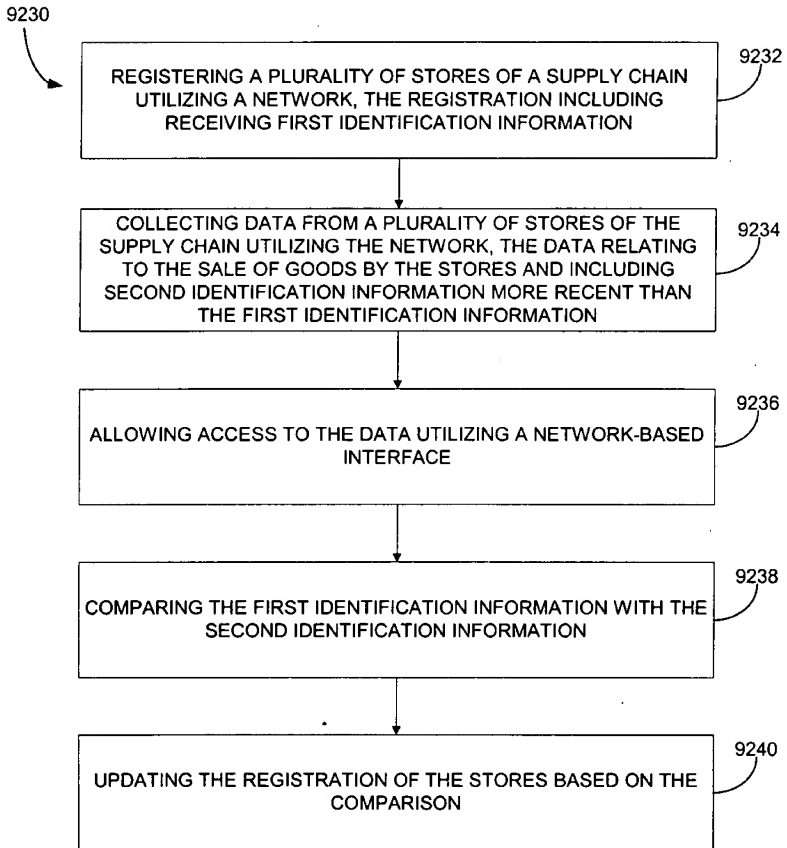


FIG. 92

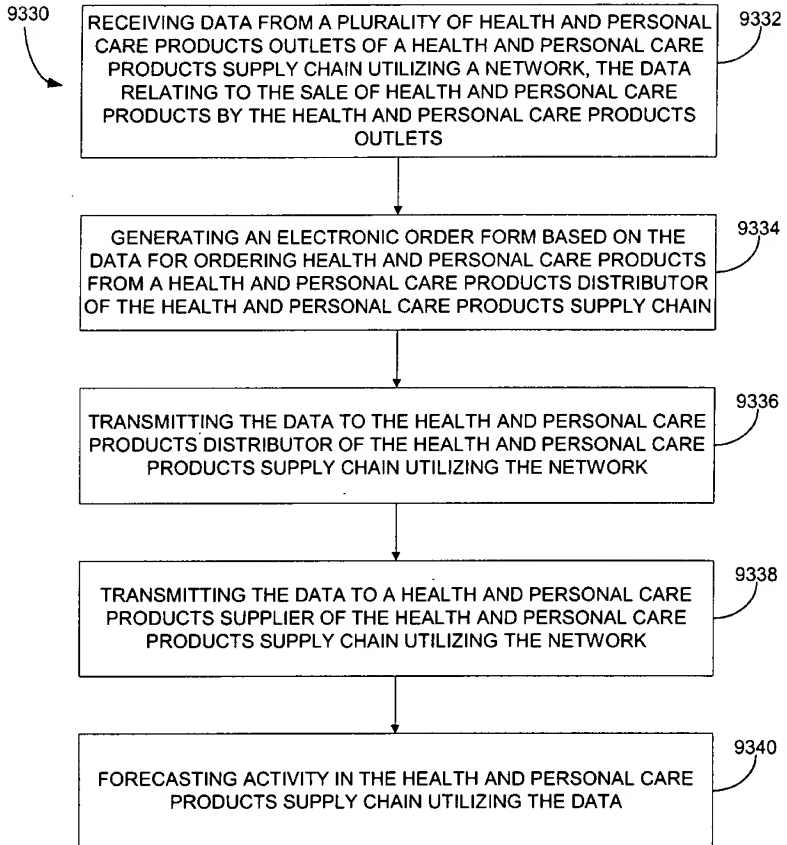


FIG. 93

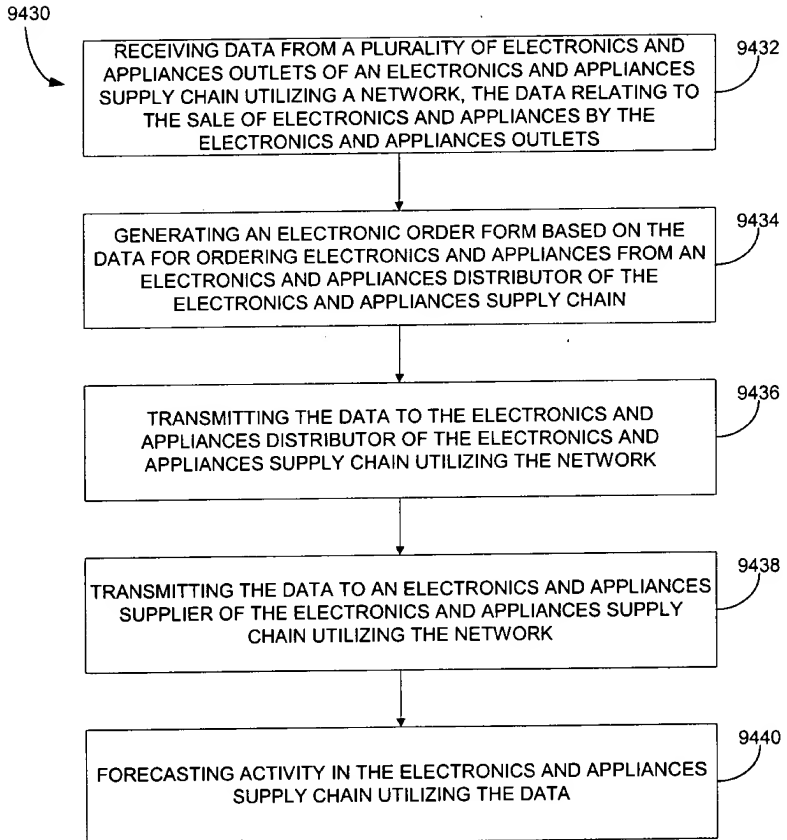


FIG. 94

9530

RECEIVING DATA FROM A PLURALITY OF TRANSPORTATION EQUIPMENT OUTLETS OF A TRANSPORTATION EQUIPMENT SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF TRANSPORTATION EQUIPMENT BY THE TRANSPORTATION EQUIPMENT OUTLETS

9532

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING TRANSPORTATION EQUIPMENT FROM A TRANSPORTATION EQUIPMENT DISTRIBUTOR OF THE TRANSPORTATION EQUIPMENT SUPPLY CHAIN

9534

TRANSMITTING THE DATA TO THE TRANSPORTATION EQUIPMENT DISTRIBUTOR OF THE TRANSPORTATION EQUIPMENT SUPPLY CHAIN UTILIZING THE NETWORK

9536

TRANSMITTING THE DATA TO A TRANSPORTATION EQUIPMENT SUPPLIER OF THE TRANSPORTATION EQUIPMENT SUPPLY CHAIN UTILIZING THE NETWORK

9538

FORECASTING ACTIVITY IN THE TRANSPORTATION EQUIPMENT SUPPLY CHAIN UTILIZING THE DATA

9540

FIG. 95

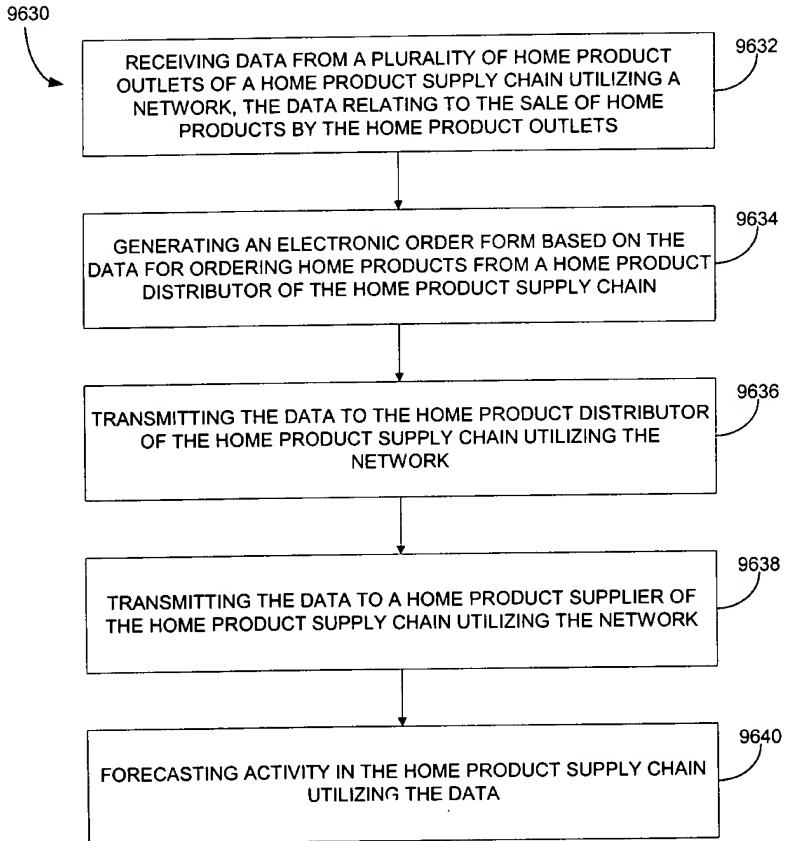


FIG. 96

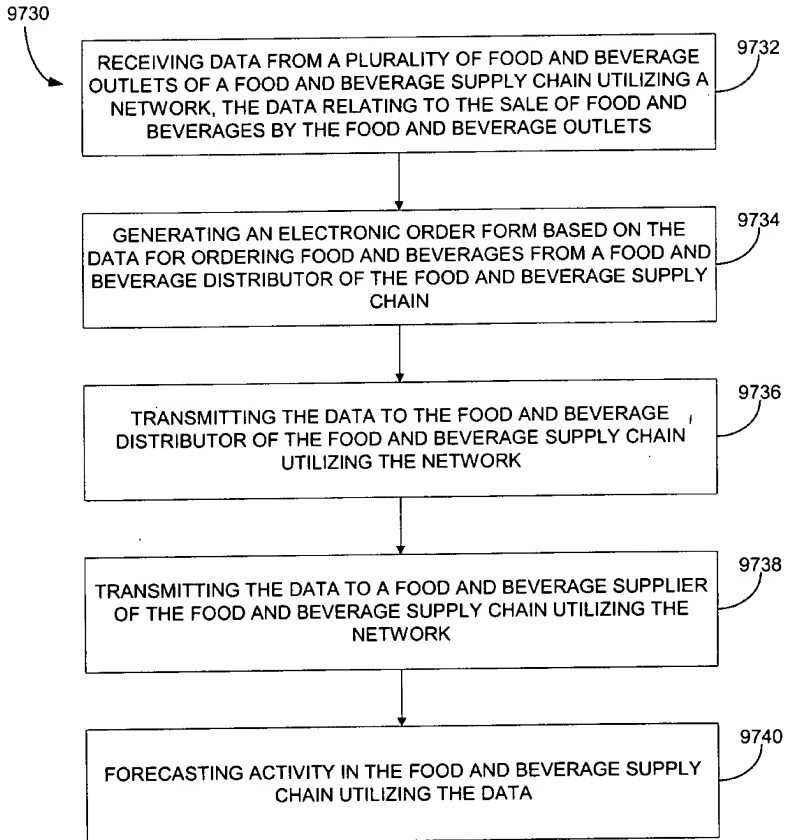


FIG. 97

9830

RECEIVING DATA FROM A PLURALITY OF MACHINERY OUTLETS
OF A MACHINERY SUPPLY CHAIN UTILIZING A NETWORK, THE
DATA RELATING TO THE SALE OF MACHINERY BY THE
MACHINERY OUTLETS

9832

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE
DATA FOR ORDERING MACHINERY FROM A MACHINERY
DISTRIBUTOR OF THE MACHINERY SUPPLY CHAIN

9834

TRANSMITTING THE DATA TO THE MACHINERY DISTRIBUTOR OF
THE MACHINERY SUPPLY CHAIN UTILIZING THE NETWORK

9836

TRANSMITTING THE DATA TO A MACHINERY SUPPLIER OF THE
MACHINERY SUPPLY CHAIN UTILIZING THE NETWORK

9838

FORECASTING ACTIVITY IN THE MACHINERY SUPPLY CHAIN
UTILIZING THE DATA

9840

FIG. 98

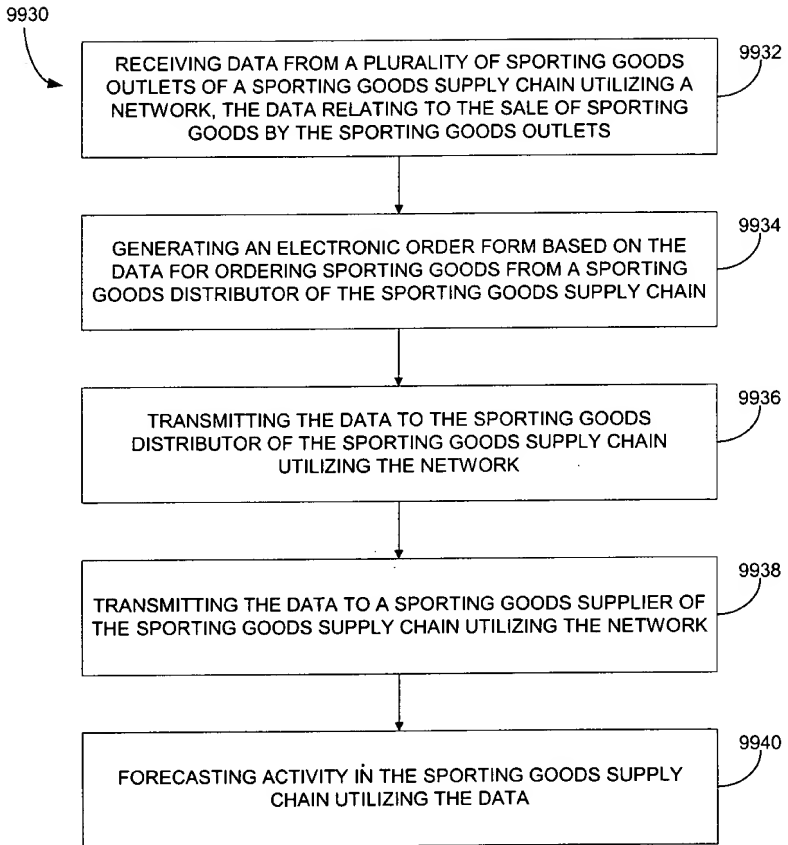


FIG. 99

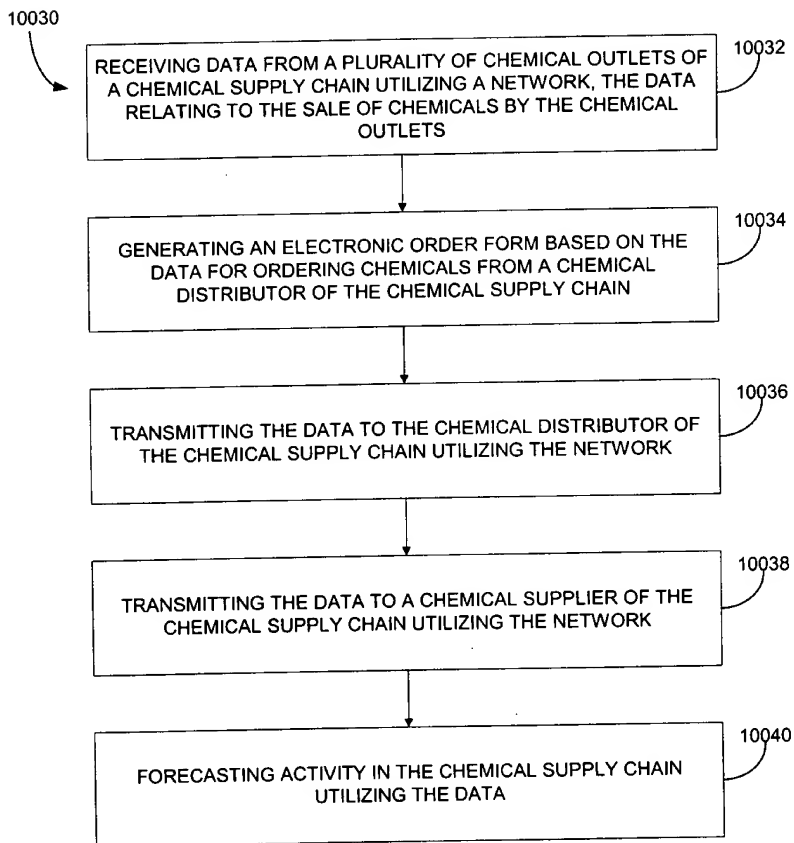


FIG. 100

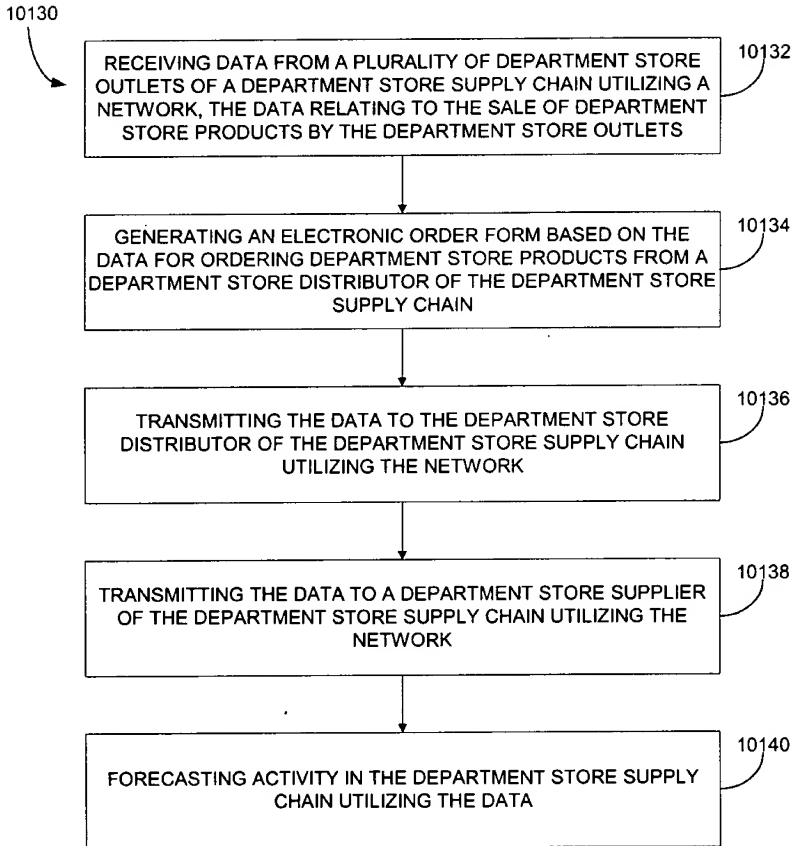


FIG. 101

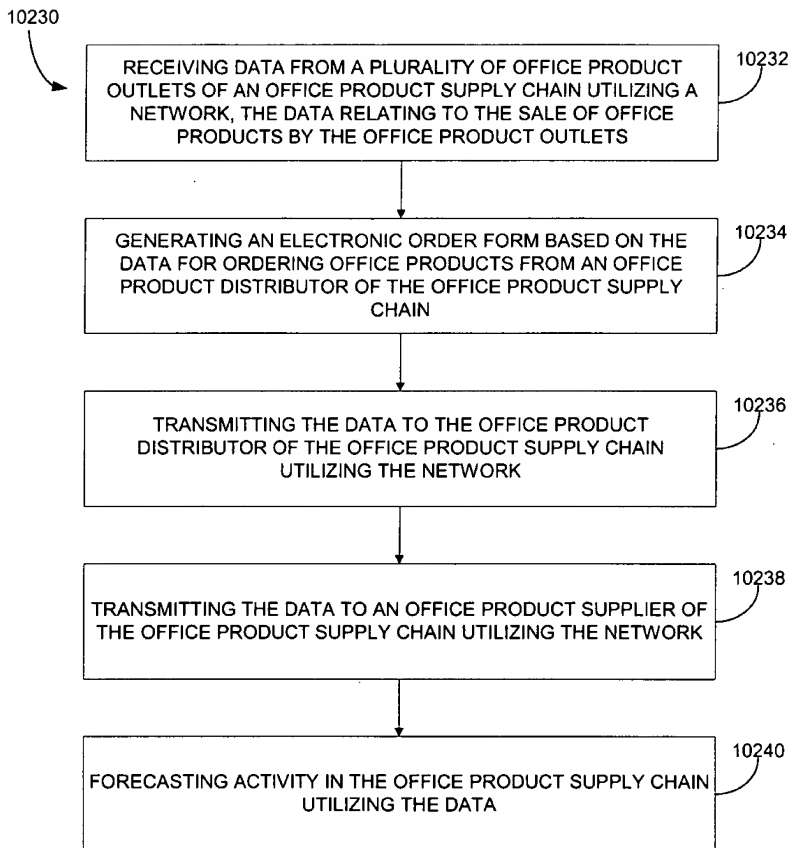


FIG. 102A

10260

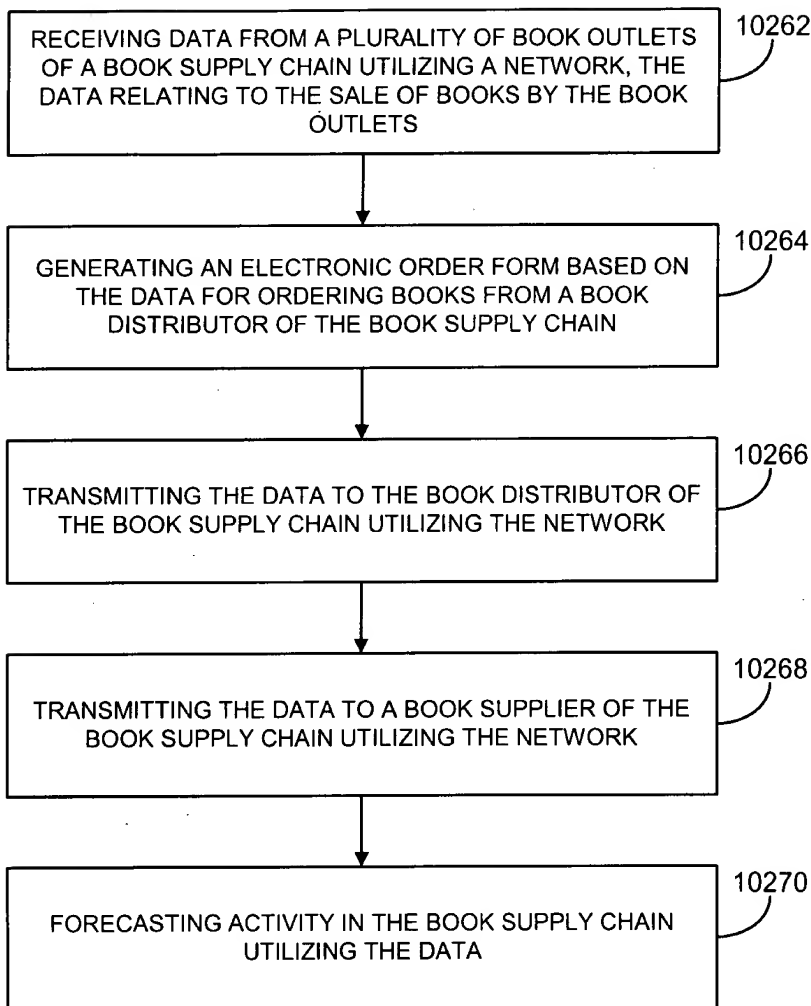


FIG. 102B

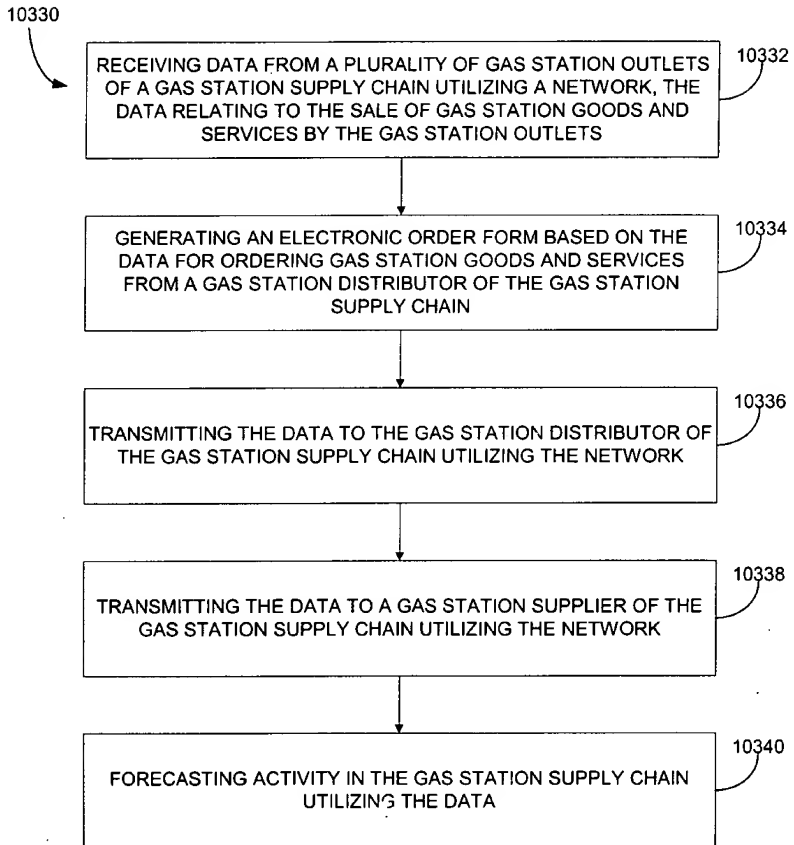


FIG. 103

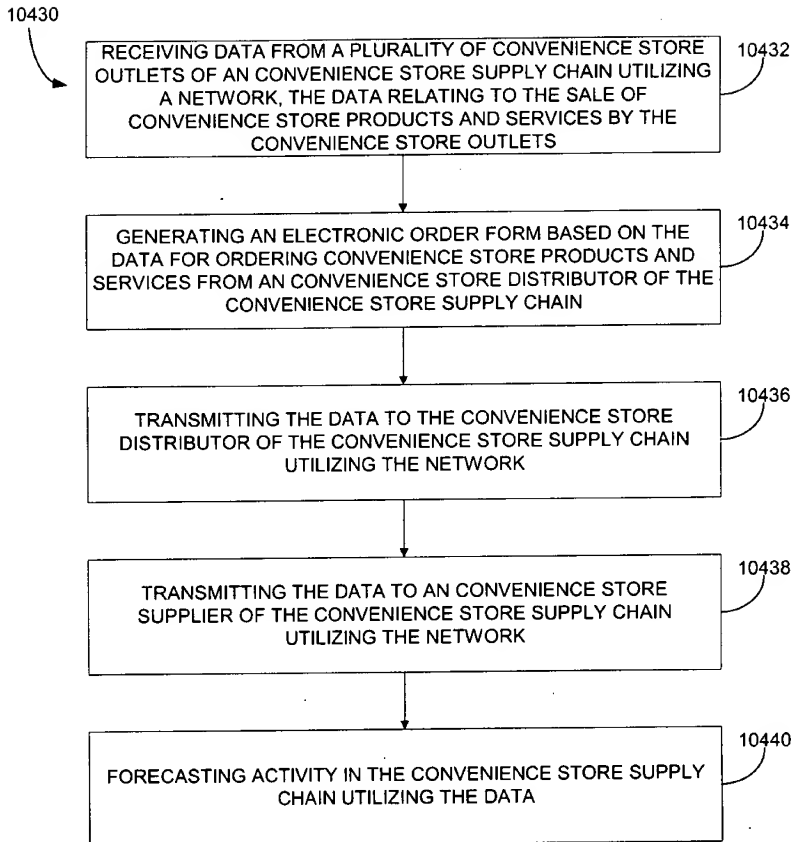


FIG. 104A

10460

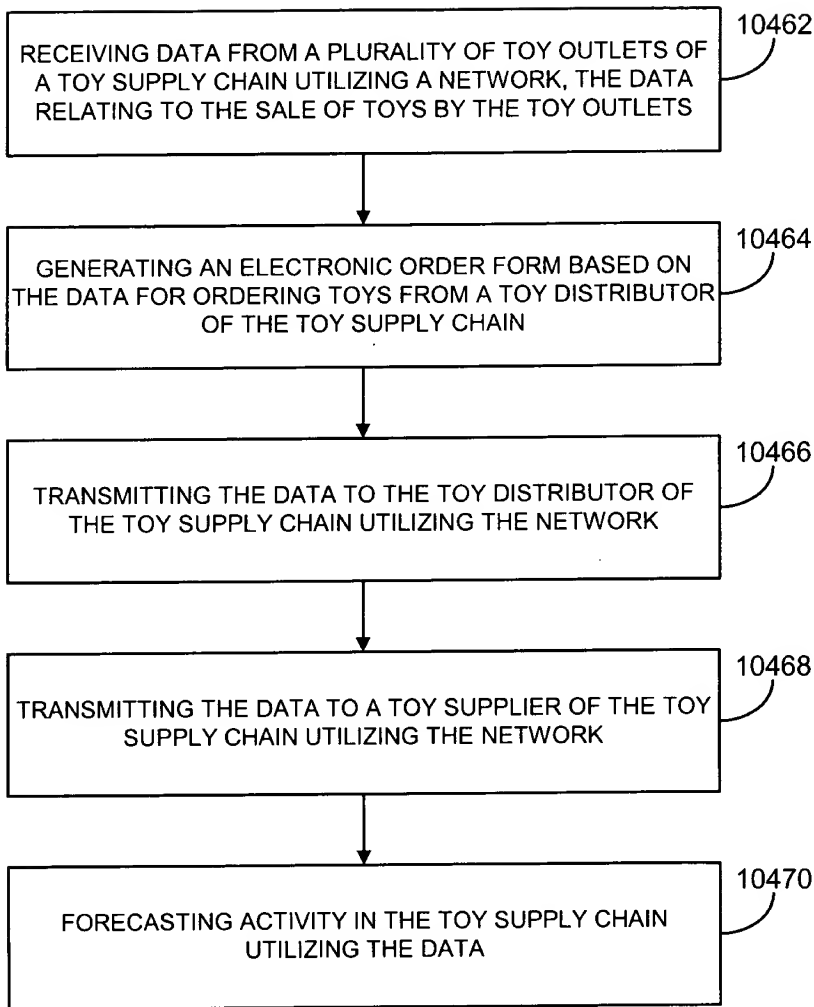


FIG. 104B

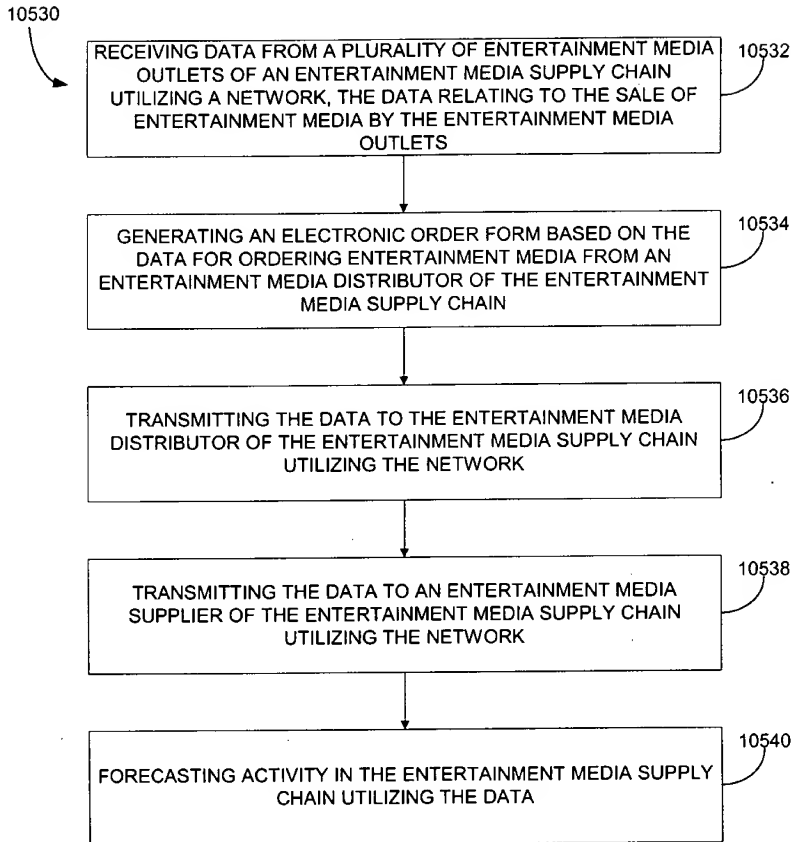


FIG. 105

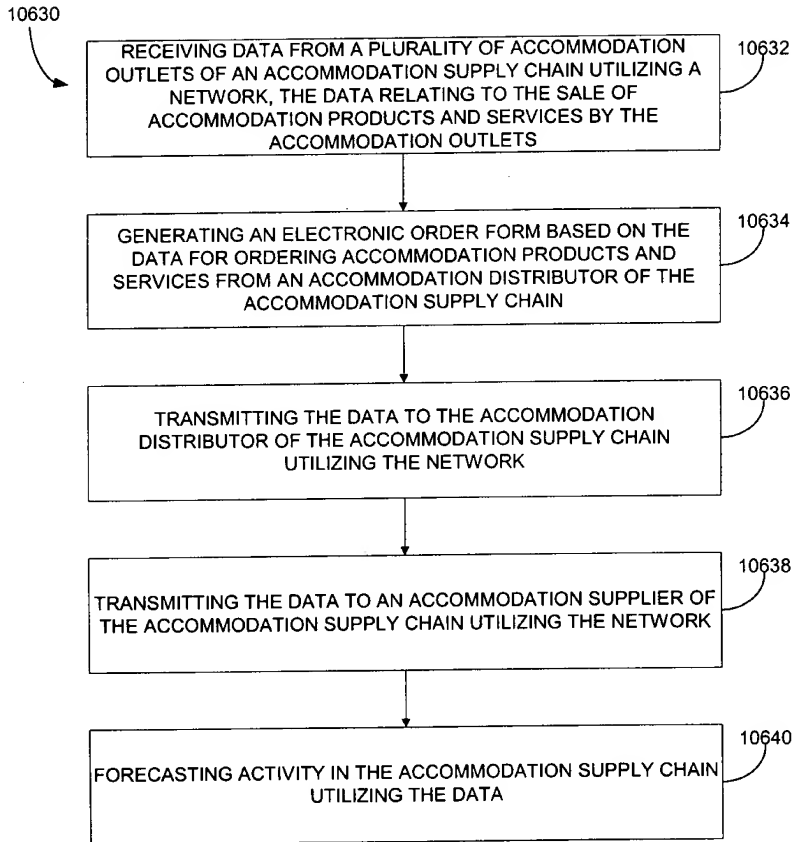


FIG. 106

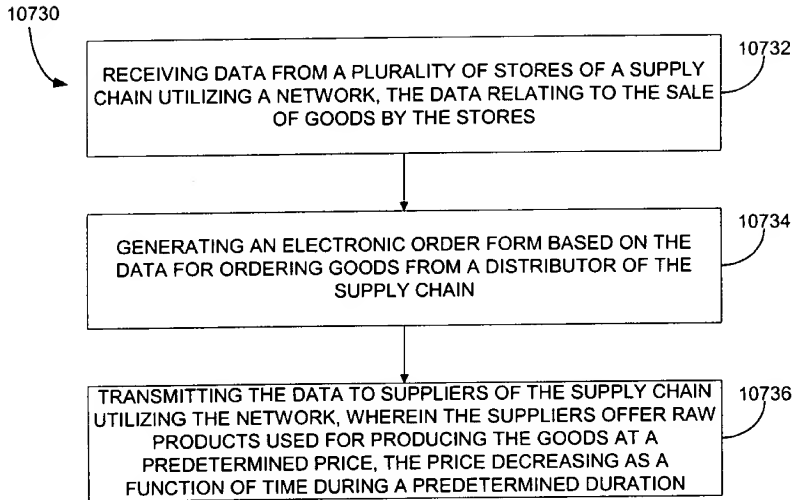


FIG. 107

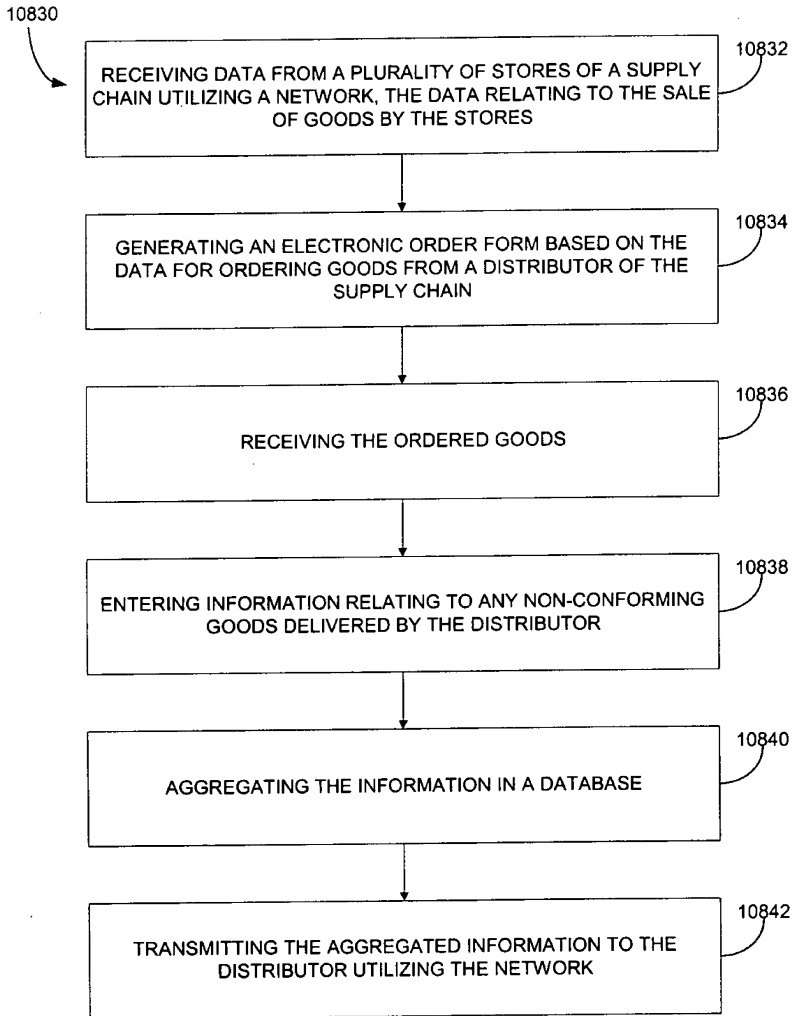


FIG. 108

10900

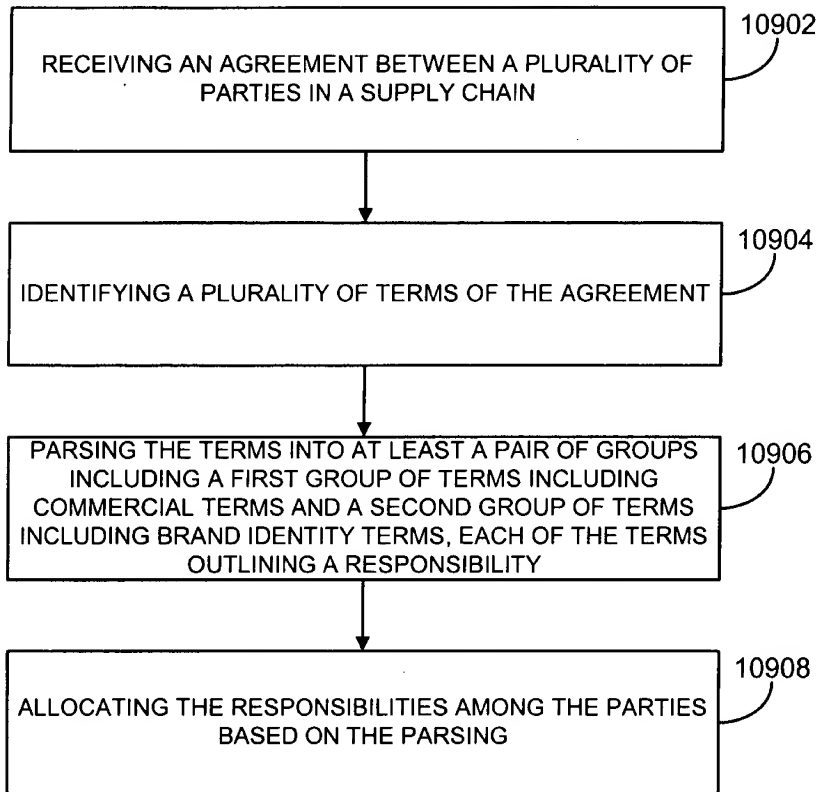


FIG. 109

11000

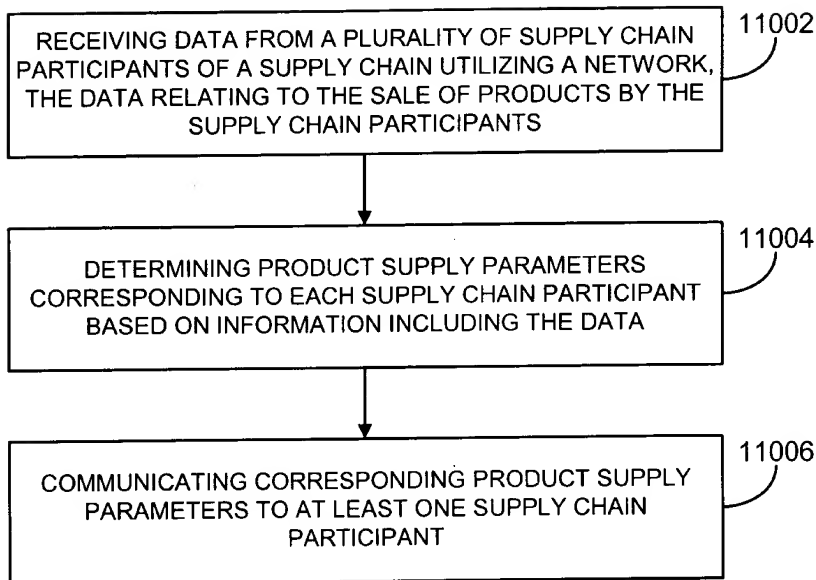


FIG. 110

11100

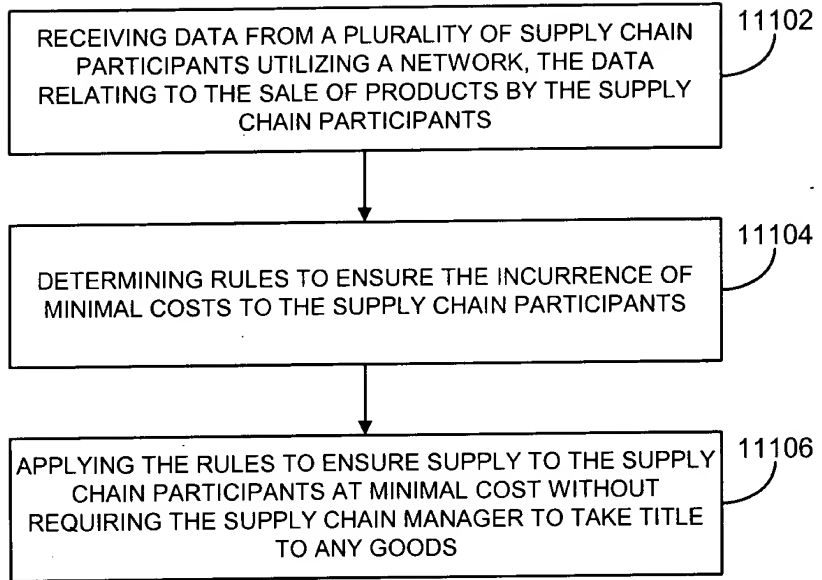


FIG. 111

11200

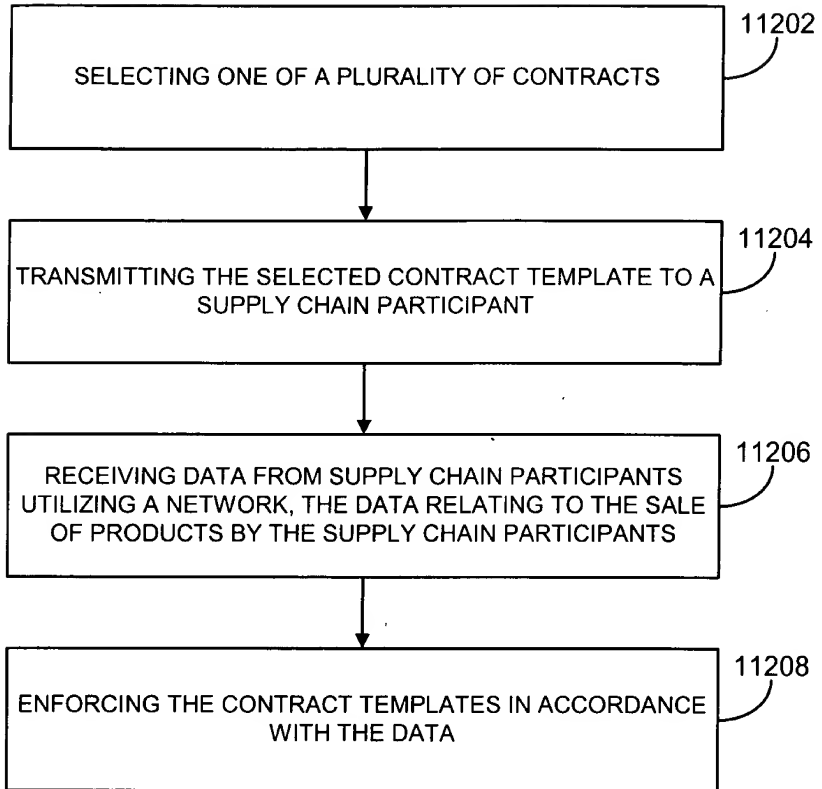


FIG. 112

11300

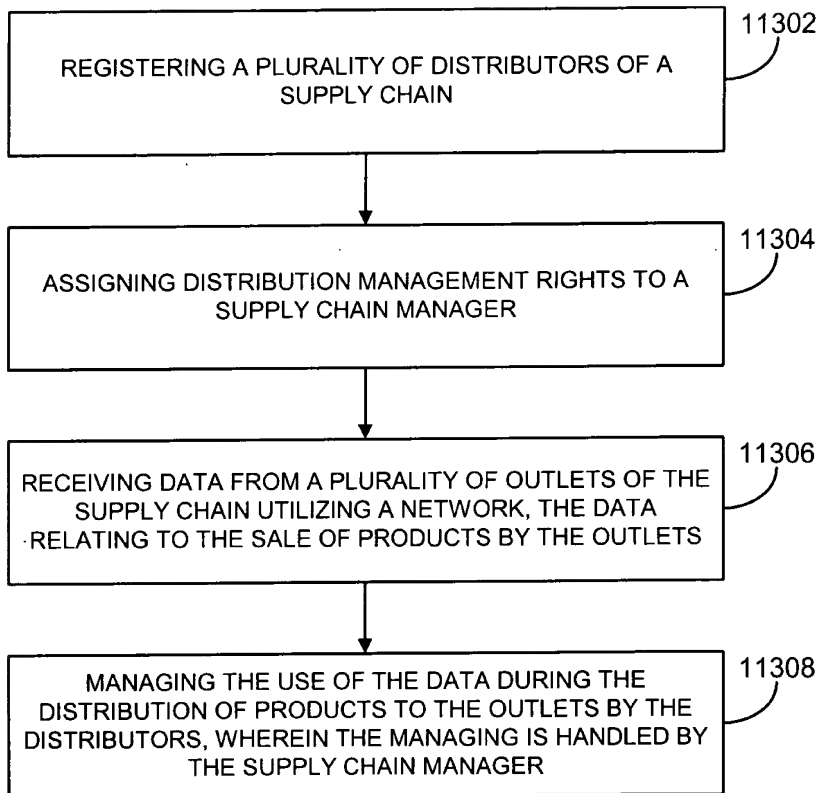


FIG. 113

11400

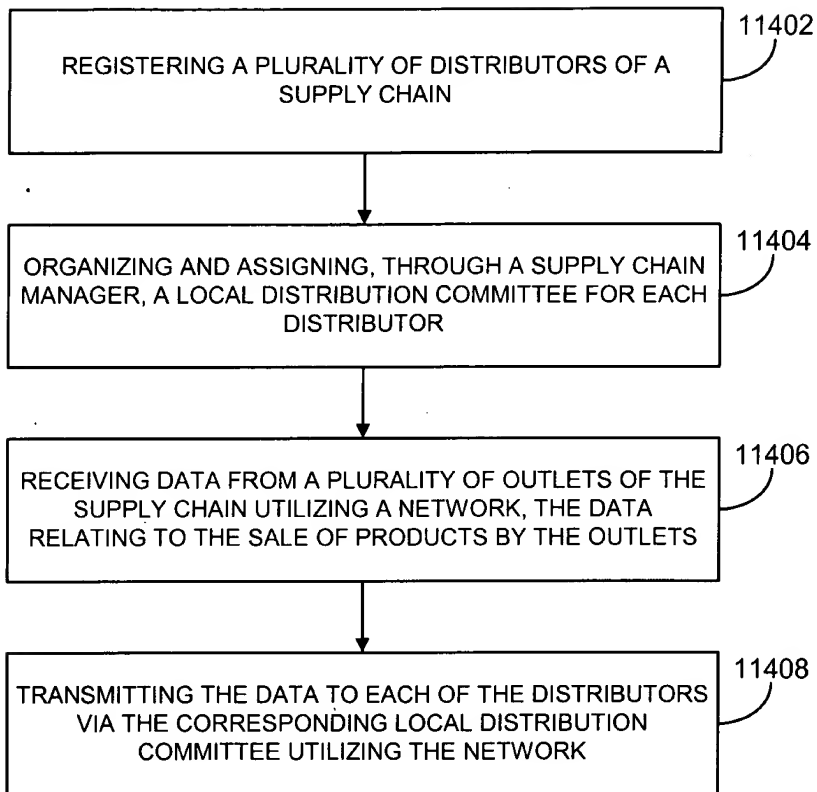


FIG. 114

11500

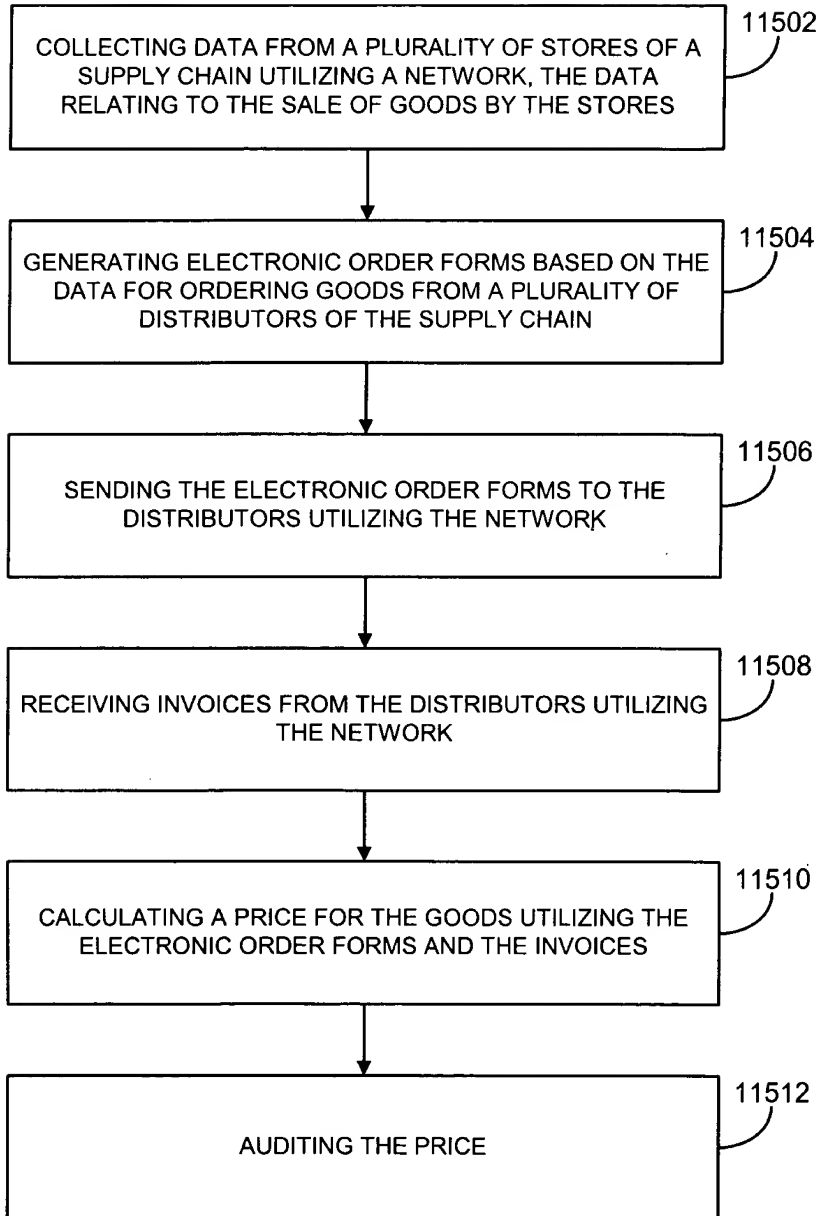


FIG. 115

11600

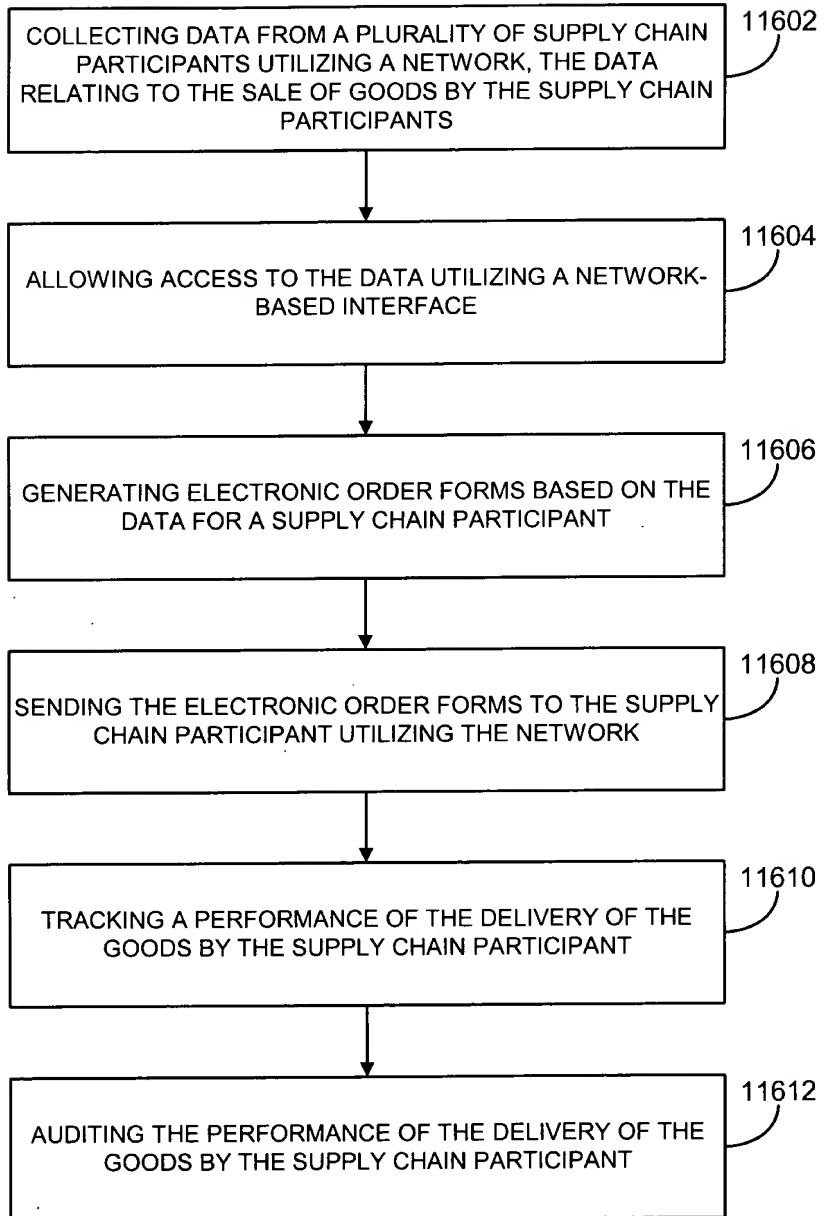


FIG. 116

11700

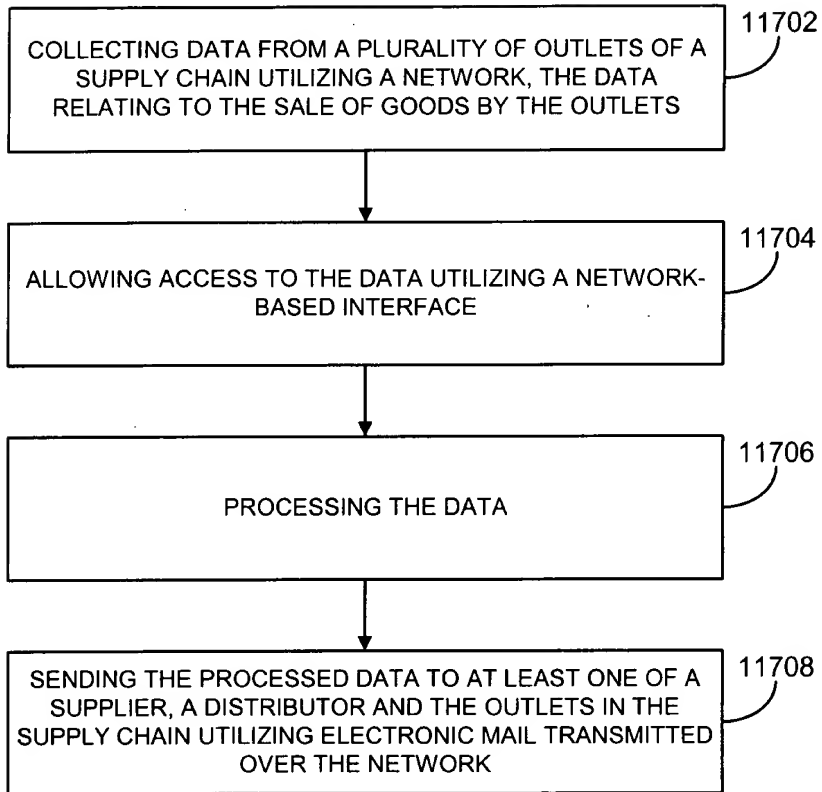


FIG. 117

11800

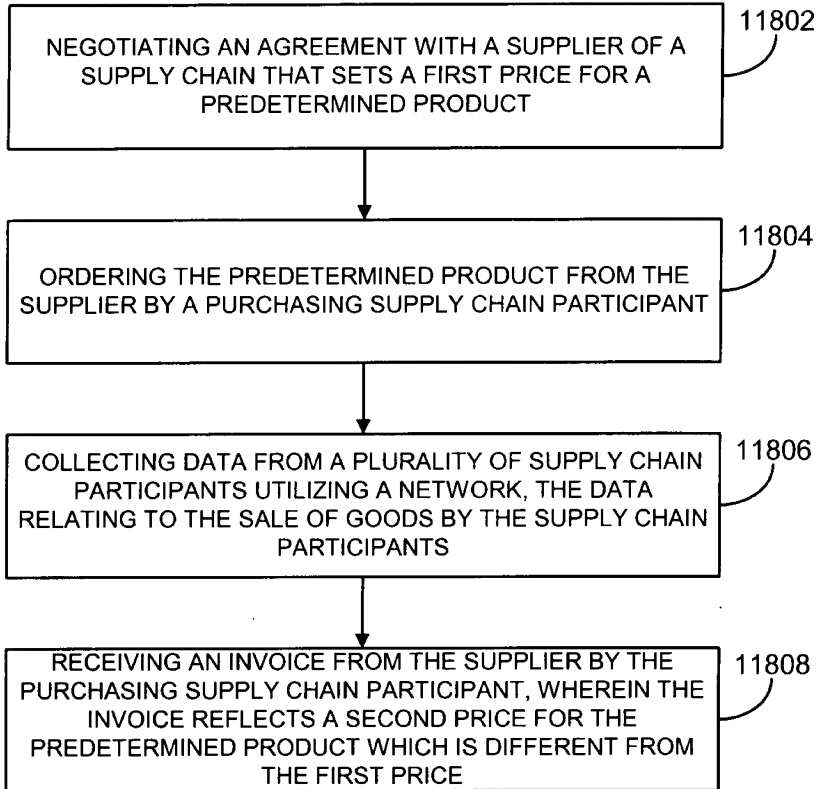


FIG. 118

11900

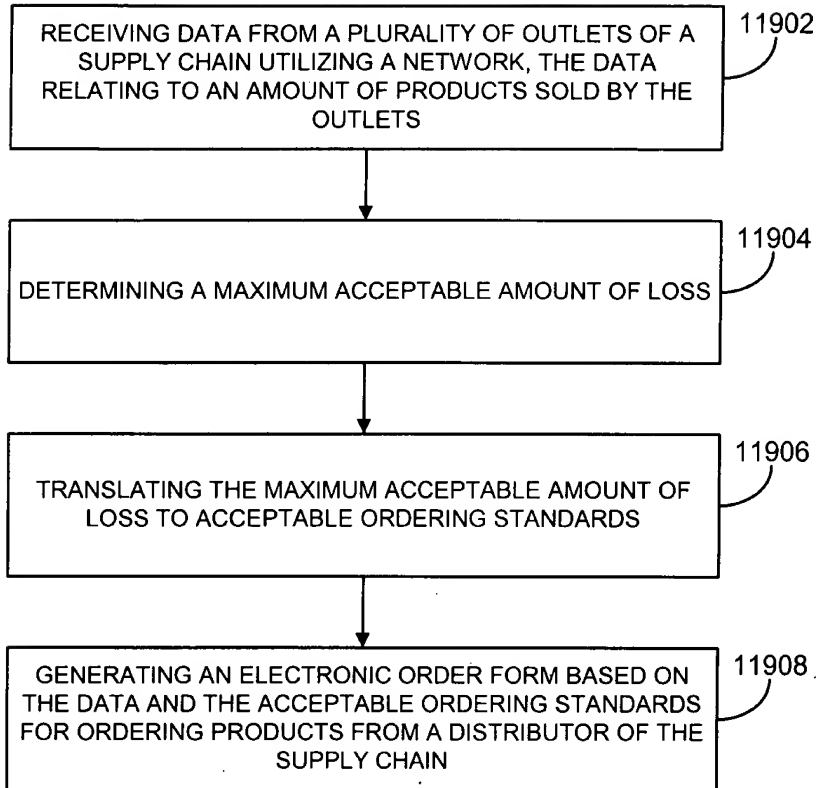


FIG. 119

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE
OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE
DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF
THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER
FORMS INDICATE AN AMOUNT OF THE PRODUCTS
ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE
PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

FIG. 120

12100

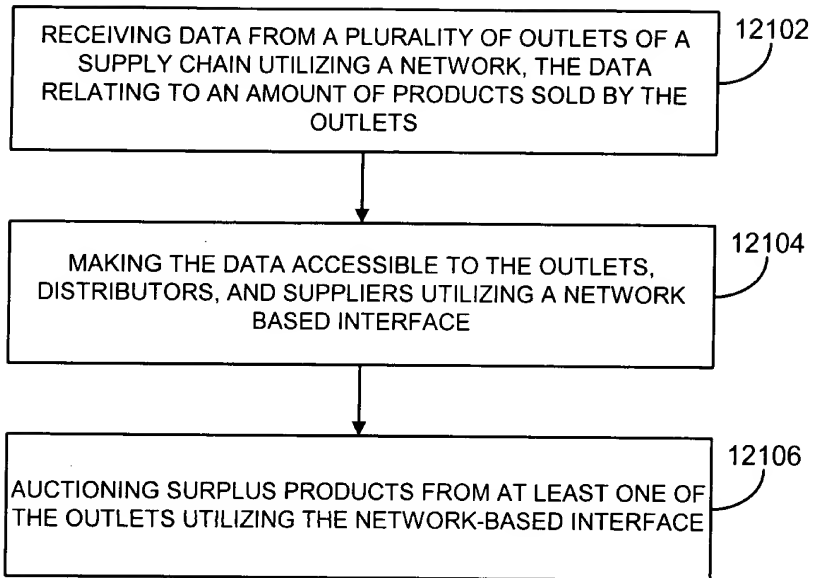


FIG. 121

12200

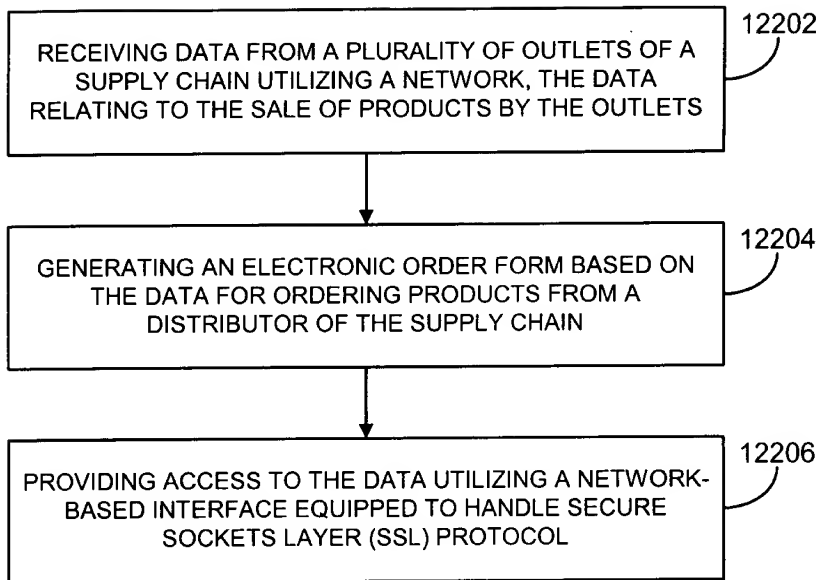


FIG. 122

12300

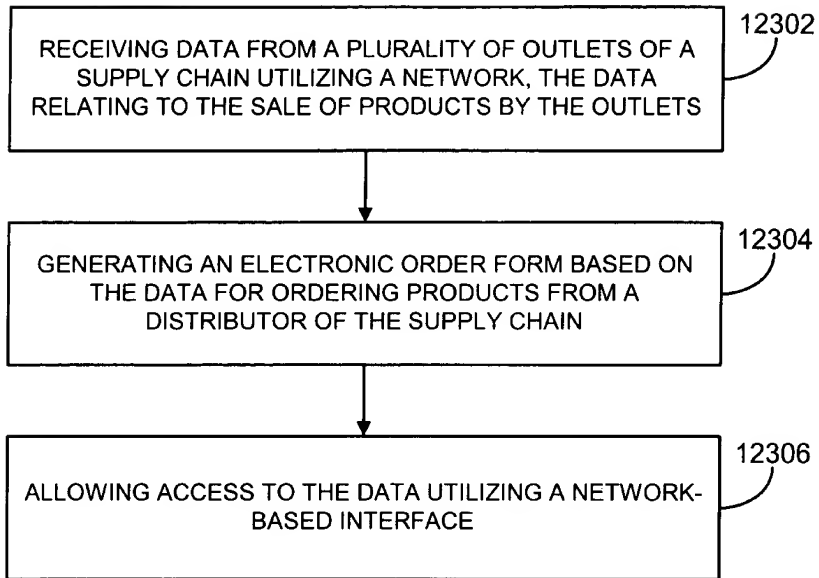


FIG. 123

12400

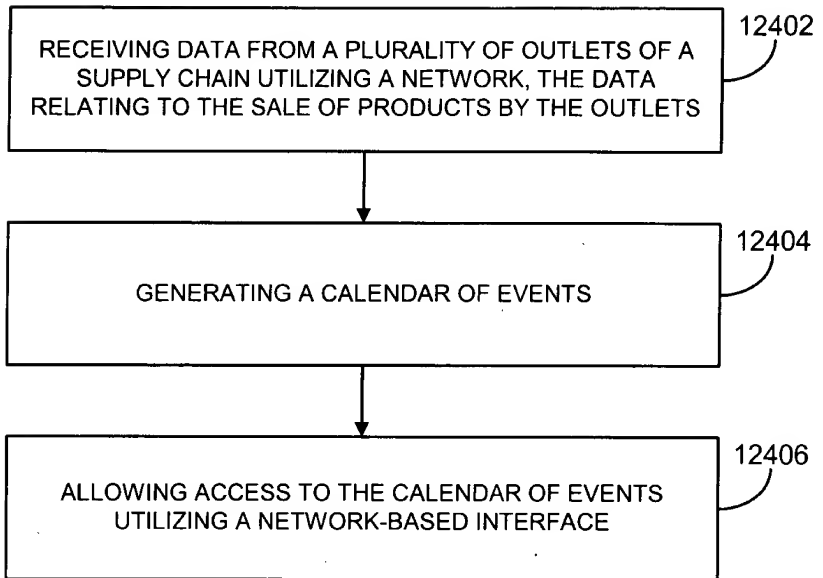


FIG. 124

12500

12502

A screenshot of a software interface showing a menu bar with the following items: Supply, Patronage, Sales/Inv, Utilities, and Window. The 'Supply' menu is open, displaying a list of options: Supplier..., Supplier Site..., Distributor..., and DC.... To the right of the menu, there are three icons: a document with a magnifying glass, a document with a dollar sign, and a document with a checkmark. Below these icons are the labels 'Least Cost' and 'Contract'. At the bottom of the menu, there is a section labeled 'Item' with a dropdown arrow, and another section labeled 'Items'.

FIG. 125

12600

12602

A screenshot of a toolbar containing three buttons: 'Sort', 'Print', and 'New'. The 'New' button is highlighted with a selection box.

FIG. 126

12700

12702

A screenshot of a data entry form with the following fields and labels: 'Item Desc:' followed by a text input field; 'Item Number:' followed by a text input field; 'Product Cat Code:' followed by a dropdown menu; 'Status Code:' followed by a dropdown menu showing 'Active'; and 'Item Rank:' followed by a dropdown menu.

FIG. 127

FOOD COST

12800



Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

12900



FIG. 129

13000

Supplier Item Desc:		Item No:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M:	INCH(S)	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		BarCode:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information:	Site Id: 17355	Site Role: <i>FOB Shipping Point</i>
Site Name:	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

13200

Site Information:	Site Id: 16	FOB Shipping Point
Name:	AMERISERVE-FARMINGDALE, NY	Railroad Name:
Status:	Active <input type="checkbox"/>	Rail Sidings: <input type="checkbox"/>

FIG. 132

13300

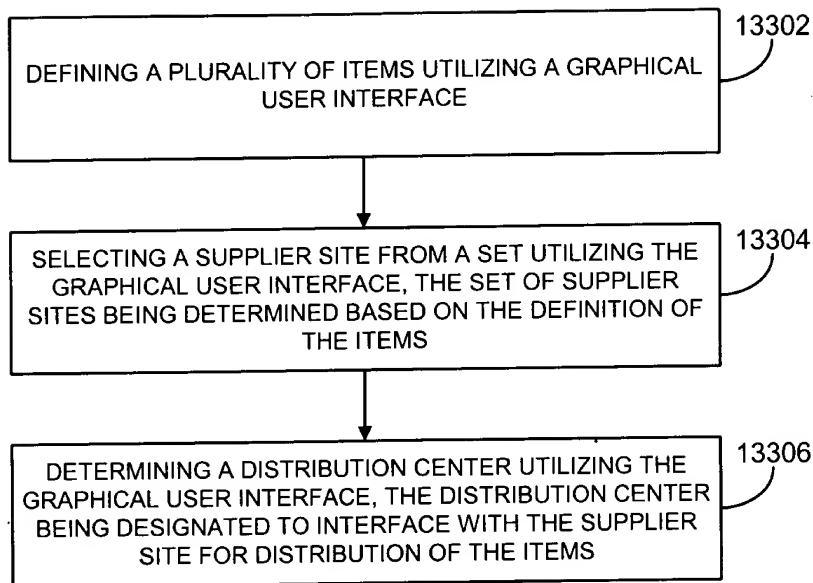


FIG. 133

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:	<input type="radio"/> Yes <input checked="" type="radio"/> No	Apply By:	Cell				

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800



FIG. 138

13900

Min Ordr	UM	Slip	D liv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

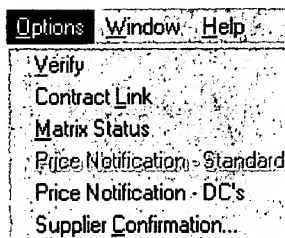


FIG. 141

14300

<u>C</u> ost	▶	E <u>d</u> it / View ...	F3
Commodities	▶	New (using previous matrix) ...	F4
		New (build matrix) ...	F5
<u>V</u> endor Rating	▶		
Contact <u>M</u> anagement	▶	Multi Item Price Notification ...	

FIG. 143

14400

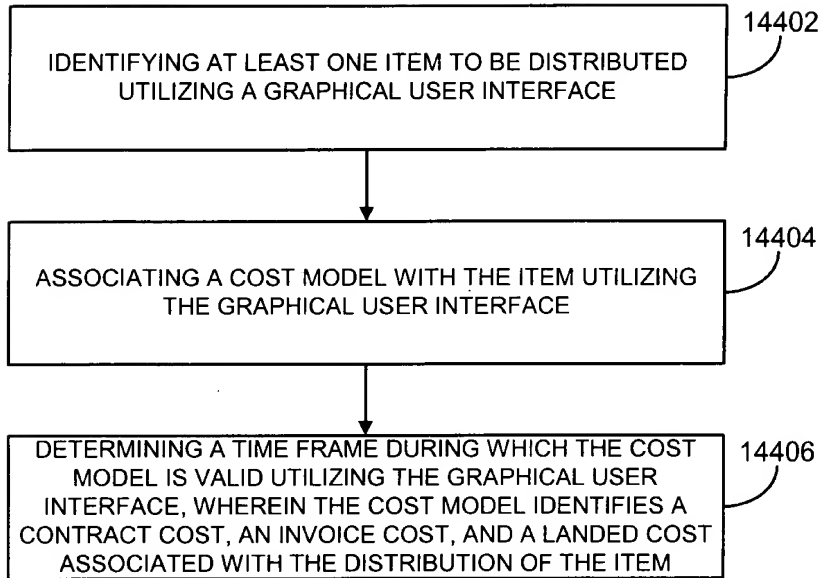


FIG. 144

14500



FIG. 145

14600

Contract ID:	673 - TYSON FOODS	
Initial Buyer Name:	Jamie Hersh	Current Buyer Name: Chris Stainton

FIG. 146

14700

Contract Start Date:	05/15/98
Contract End Date:	12/31/02
Execution Date:	5/15/98
Effective:	Shipment Date <input checked="" type="checkbox"/>
Payment Terms:	Net 10 <input checked="" type="checkbox"/>

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

FIG. 145

15100

Select the End Dates to Use on the Exhibit			
Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

Options Window Help

New Items

Delete Item

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

FIG. 152

15300



FIG. 153

15400

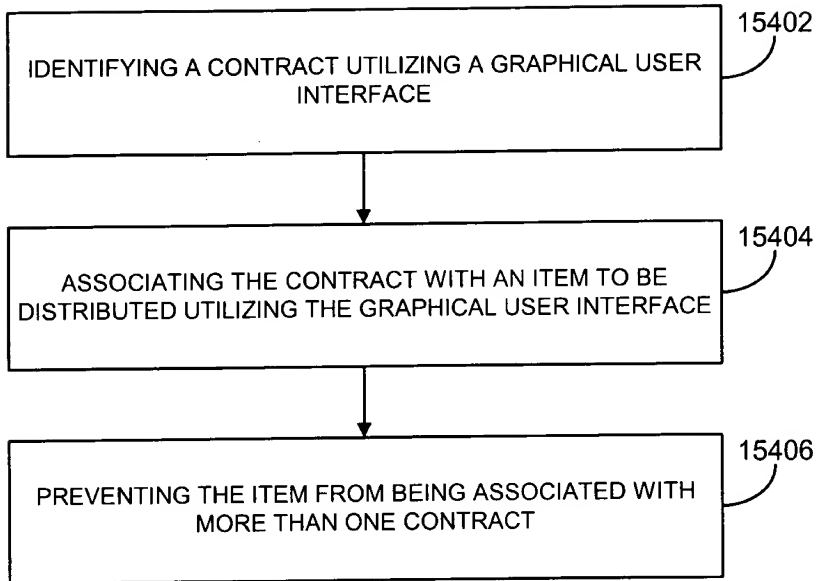


FIG. 154

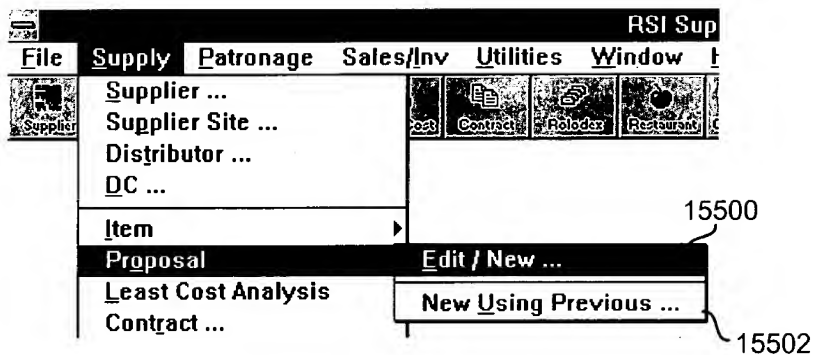


FIG. 155

Proposal - Foam Hot Cups & Polystyrene Lids			
Main Info	Items	Suppliers	DCs
			FOB Price
			DC/Rest.
			Usage
			Templates
			View Bid
Proposal Information			
Proposal ID: 1021		Proposal Due Date: 06/12/97	
Proposal Name: Foam Hot Cups & Polystyrene Lids		Contract Begin Date: 07/01/97	
Buyer Name: Dennis Clabby		Contract End Date: 06/30/98	
Actions			
#	Date:	Action Description:	
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.	

FIG. 156

[illegible]

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

2 Rows Selected

Item Description
CUP-HOT

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

Navigation buttons: >, >>, <<, <

FIG. 158

FIG. 159

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description	
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY

15902

15904

15906

15908

Item Description
CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (DRY)
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

FIG. 159

16000

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaisse Components
	(None Selected)
	Generic FOB Pricing
	Mayonaisse Components

FIG. 160

[illegible][illegible]

16200

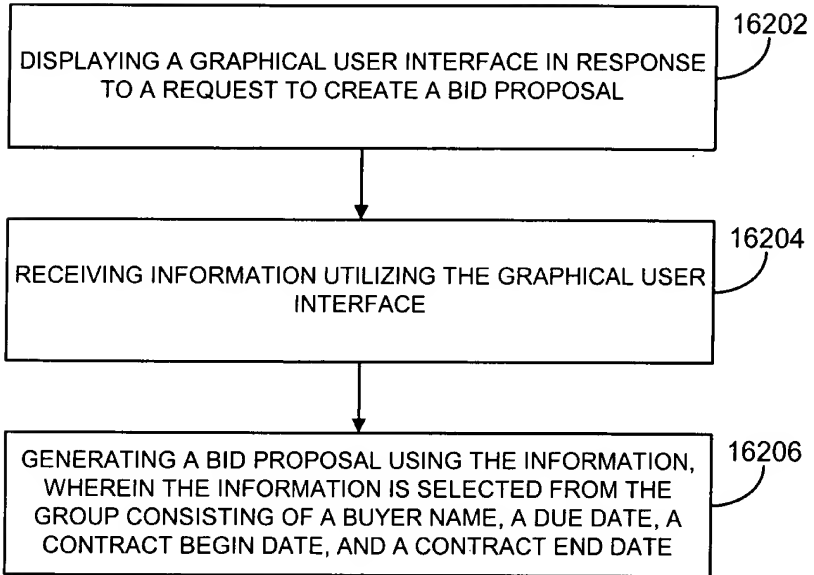


FIG. 162

16300

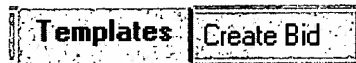


FIG. 163

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
Bid Proposal Cover Letter		?	<u>Y</u>
General Terms and Conditions		?	N
Usage Estimates	?		N
Supplier Facility Worksheets	?		N
Item Information Worksheets	?		N
Sample Supply Agreement		?	N
BK Specification Request		?	N
FOB Price Component		?	Y
Truckload Freight Worksheet	?		N
LTL Freight Worksheet	?		N

FIG. 164

16500

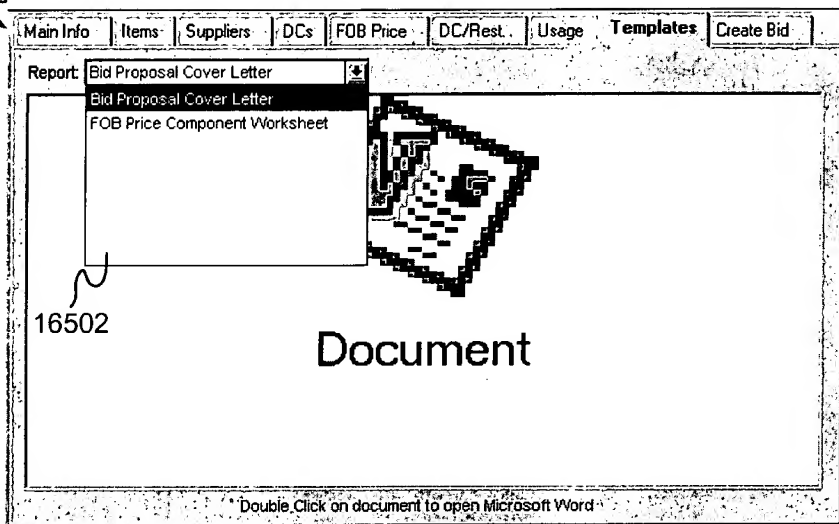


FIG. 165

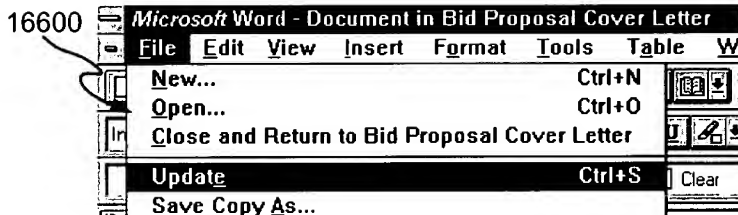


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	
Item Information Worksheet <input checked="" type="checkbox"/>	Blank Sheets
Sample Supply Agreement <input checked="" type="checkbox"/>	Supplier Facility Worksheet <input checked="" type="checkbox"/>
BK Specification Request <input checked="" type="checkbox"/>	Item Information Worksheet <input checked="" type="checkbox"/>
	FOB Price Component Worksheet <input checked="" type="checkbox"/>
	Truckload Freight Worksheet <input checked="" type="checkbox"/>
	LTL Freight Worksheet <input checked="" type="checkbox"/>

* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

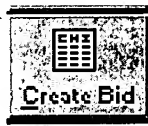


FIG. 168

16900

Report: Item Information Worksheet Supplier: (all)

7/2/97

Bid Proposal Cover Letter	Restaurant Services, Inc. Item Information Worksheet ATTY <hr/> DS
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	
LTL Freight Worksheet	
Sample Supply Agreement	
Supplier Facility Worksheet	

FIG. 169

17000

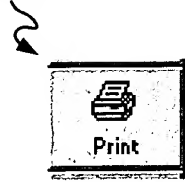


FIG. 170

17100



FIG. 171

17200

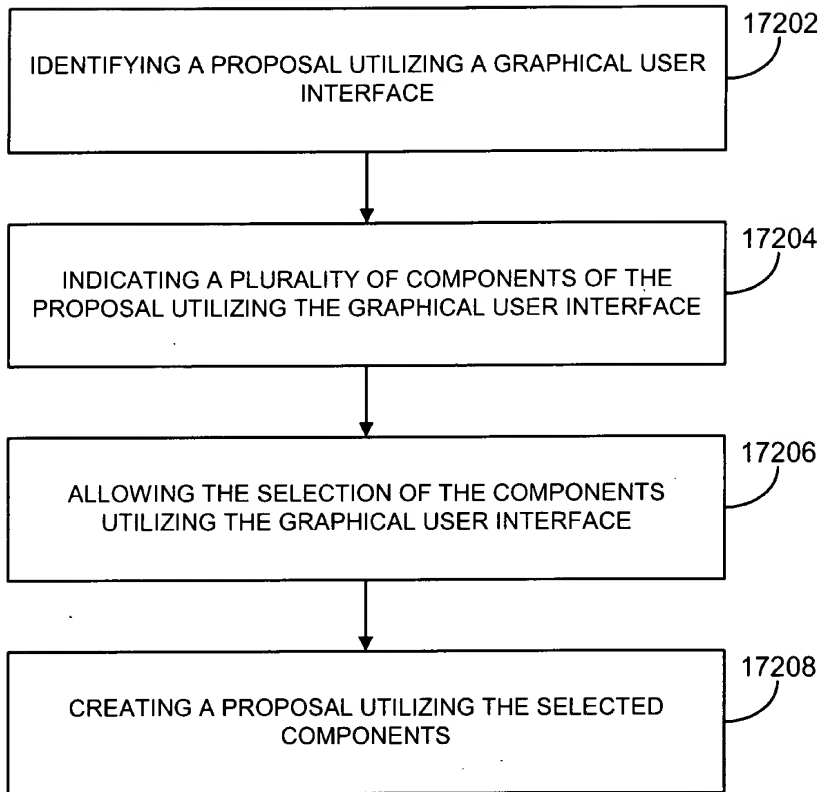


FIG. 172

17300



FIG. 173

17400

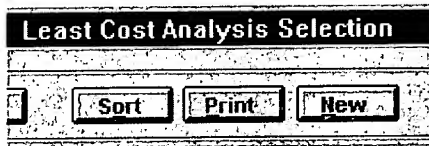


FIG. 174

17500

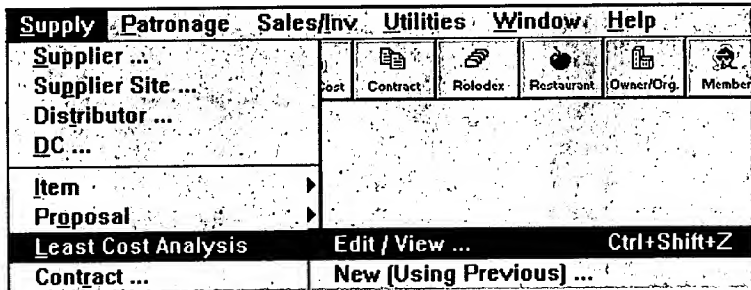


FIG. 175

17700

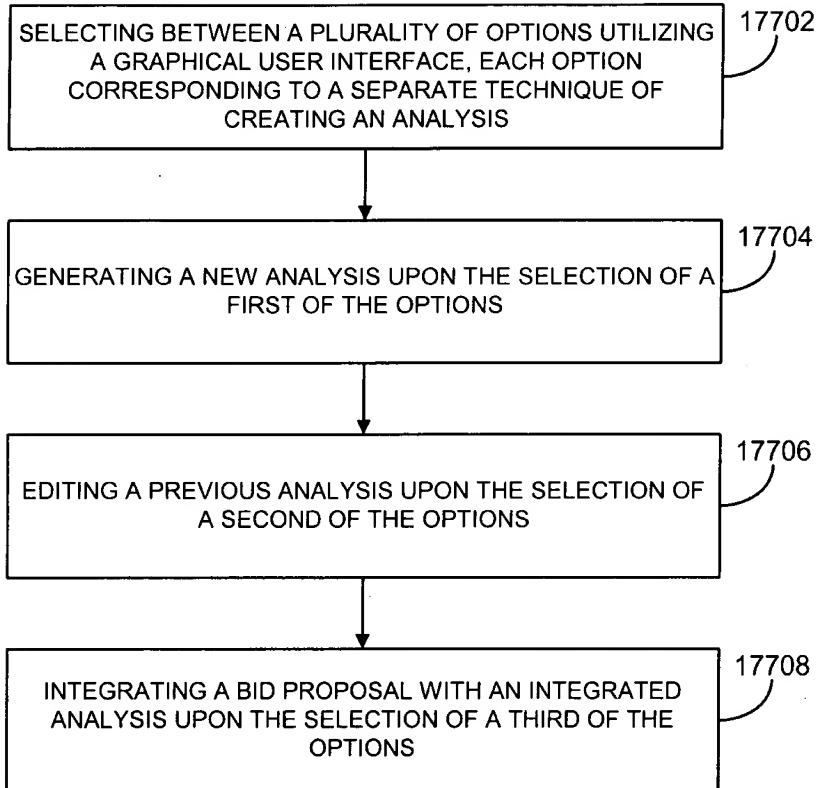


FIG. 177

FIG. 178

17800

Analysis Name:	Hash Brown Actual		
Analysis ID:	1036		
Buyer:	Dennis Clabby		
Period of Agreement:	10/1/97	THRU	9/30/98
Unit Of Measure:	CASE(S)		

FIG. 178

17900

Version (1) of (9)		Base version
What is the max # of FOB points to allocate to each DC ?	One FOB	
What is pricing method for this version ?	FOB + Freight	
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000	
Override RDC Truckload Validation?	No	
Solution Strategy:	Standard	Last Revision: 9/15/97 1:04 PM

FIG. 179

18000



FIG. 180

18100

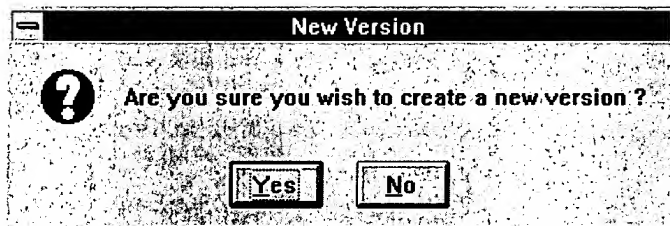


FIG. 181

18200

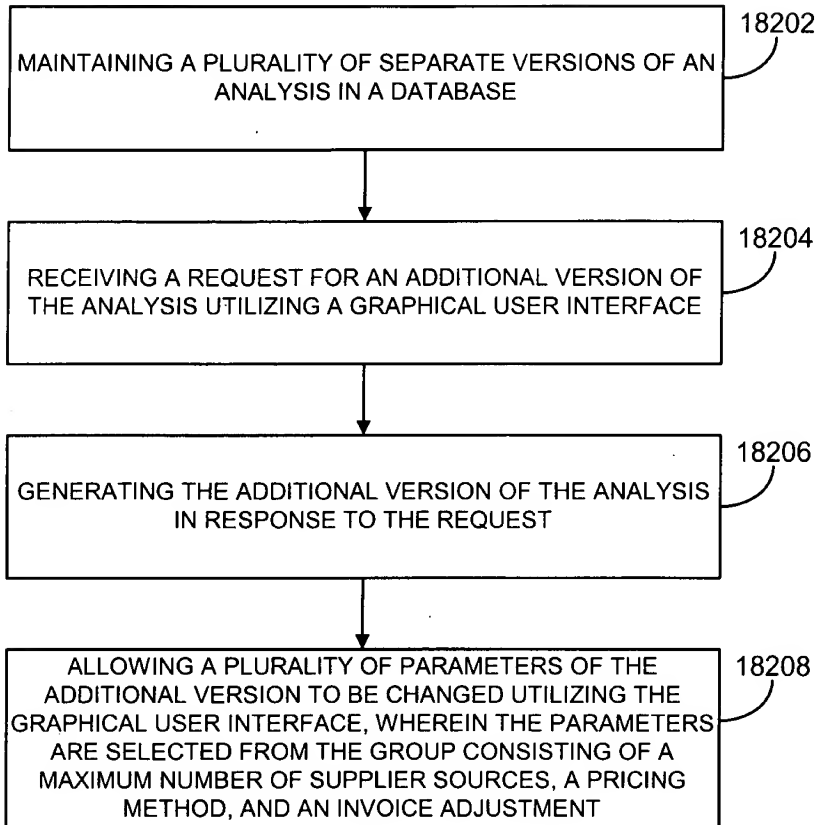


FIG. 182

18300

Search Query Reset

Query Values:

Supplier FOB
DOP

>

>>

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

7 Rows Selected

18302

FIG. 183

7

18402

FIG. 184

[illegible]

18500

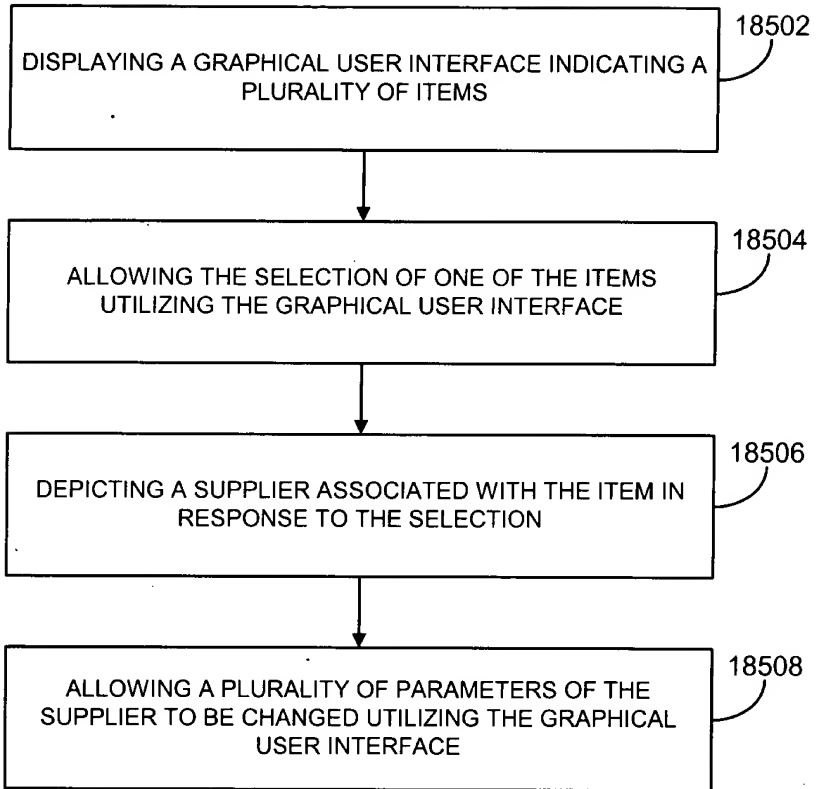


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNINGTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNINGTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNINGTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M	INCH(S)	Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

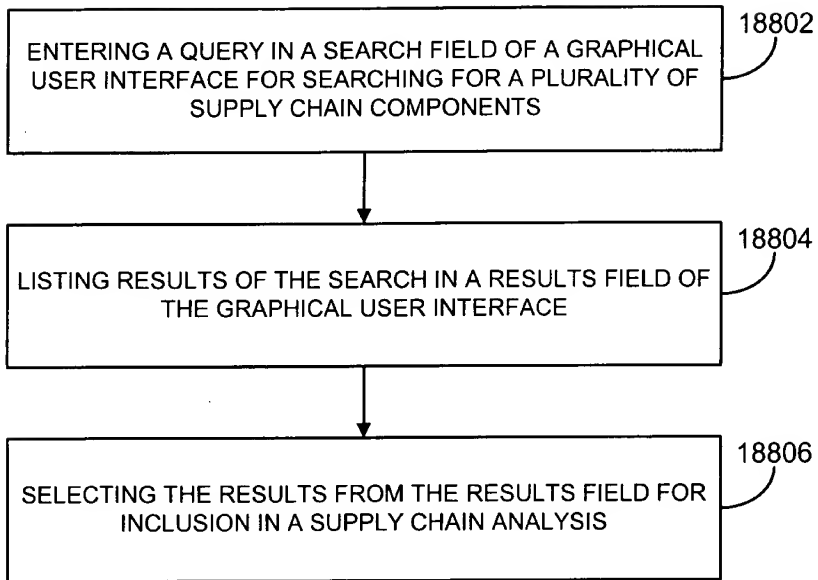


FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
LAMB-WESTON, INC. PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. RICHLAND WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. AMERICAN FALLS ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
MCCAIN FOODS, LTD. PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, LTD. PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC. OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

19100

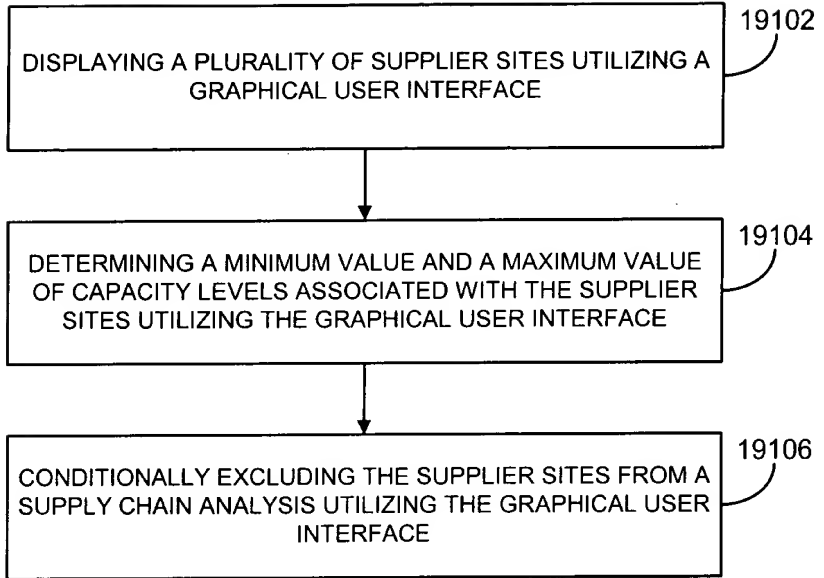


FIG. 191

Year	Age	Sex	Location	Length (mm)	Weight (g)	Stomach contents	Notes
1971	10	♂	St. Lawrence	100	1.5	empty	
1972	12	♀	St. Lawrence	110	2.0	empty	
1973	14	♂	St. Lawrence	120	2.5	empty	
1974	16	♀	St. Lawrence	130	3.0	empty	
1975	18	♂	St. Lawrence	140	3.5	empty	
1976	20	♀	St. Lawrence	150	4.0	empty	
1977	22	♂	St. Lawrence	160	4.5	empty	
1978	24	♀	St. Lawrence	170	5.0	empty	
1979	26	♂	St. Lawrence	180	5.5	empty	
1980	28	♀	St. Lawrence	190	6.0	empty	
1981	30	♂	St. Lawrence	200	6.5	empty	
1982	32	♀	St. Lawrence	210	7.0	empty	
1983	34	♂	St. Lawrence	220	7.5	empty	
1984	36	♀	St. Lawrence	230	8.0	empty	
1985	38	♂	St. Lawrence	240	8.5	empty	
1986	40	♀	St. Lawrence	250	9.0	empty	
1987	42	♂	St. Lawrence	260	9.5	empty	
1988	44	♀	St. Lawrence	270	10.0	empty	
1989	46	♂	St. Lawrence	280	10.5	empty	
1990	48	♀	St. Lawrence	290	11.0	empty	
1991	50	♂	St. Lawrence	300	11.5	empty	
1992	52	♀	St. Lawrence	310	12.0	empty	
1993	54	♂	St. Lawrence	320	12.5	empty	
1994	56	♀	St. Lawrence	330	13.0	empty	
1995	58	♂	St. Lawrence	340	13.5	empty	
1996	60	♀	St. Lawrence	350	14.0	empty	
1997	62	♂	St. Lawrence	360	14.5	empty	
1998	64	♀	St. Lawrence	370	15.0	empty	
1999	66	♂	St. Lawrence	380	15.5	empty	
2000	68	♀	St. Lawrence	390	16.0	empty	
2001	70	♂	St. Lawrence	400	16.5	empty	
2002	72	♀	St. Lawrence	410	17.0	empty	
2003	74	♂	St. Lawrence	420	17.5	empty	
2004	76	♀	St. Lawrence	430	18.0	empty	
2005	78	♂	St. Lawrence	440	18.5	empty	
2006	80	♀	St. Lawrence	450	19.0	empty	
2007	82	♂	St. Lawrence	460	19.5	empty	
2008	84	♀	St. Lawrence	470	20.0	empty	
2009	86	♂	St. Lawrence	480	20.5	empty	
2010	88	♀	St. Lawrence	490	21.0	empty	
2011	90	♂	St. Lawrence	500	21.5	empty	
2012	92	♀	St. Lawrence	510	22.0	empty	
2013	94	♂	St. Lawrence	520	22.5	empty	
2014	96	♀	St. Lawrence	530	23.0	empty	
2015	98	♂	St. Lawrence	540	23.5	empty	
2016	100	♀	St. Lawrence	550	24.0	empty	
2017	102	♂	St. Lawrence	560	24.5	empty	
2018	104	♀	St. Lawrence	570	25.0	empty	
2019	106	♂	St. Lawrence	580	25.5	empty	
2020	108	♀	St. Lawrence	590	26.0	empty	
2021	110	♂	St. Lawrence	600	26.5	empty	
2022	112	♀	St. Lawrence	610	27.0	empty	
2023	114	♂	St. Lawrence	620	27.5	empty	
2024	116	♀	St. Lawrence	630	28.0	empty	
2025	118	♂	St. Lawrence	640	28.5	empty	
2026	120	♀					

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0028	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

FIG. 195

[illegible]

19600

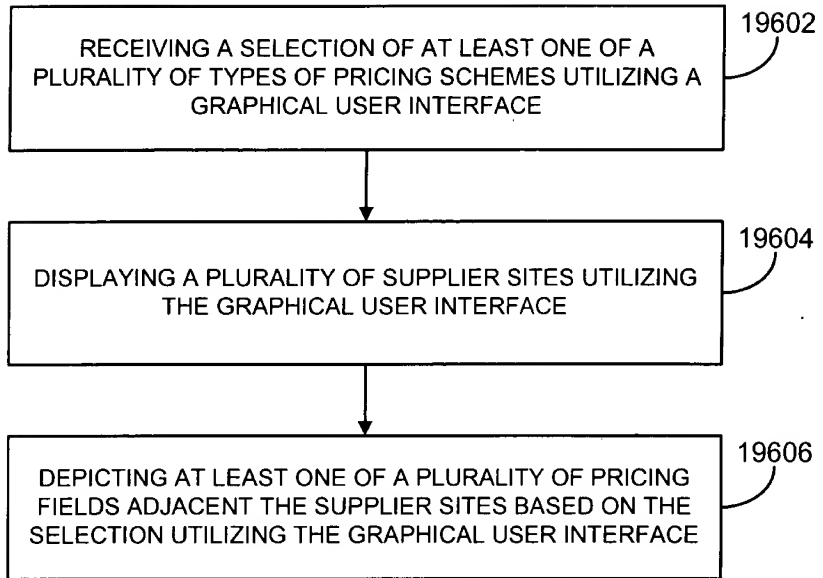


FIG. 196

19700

Total Rest. Growth Amount		Usage Period	
5.00% 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item	Item Growth %	Usage Period
CHICKEN-PATTY	.000	

Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900

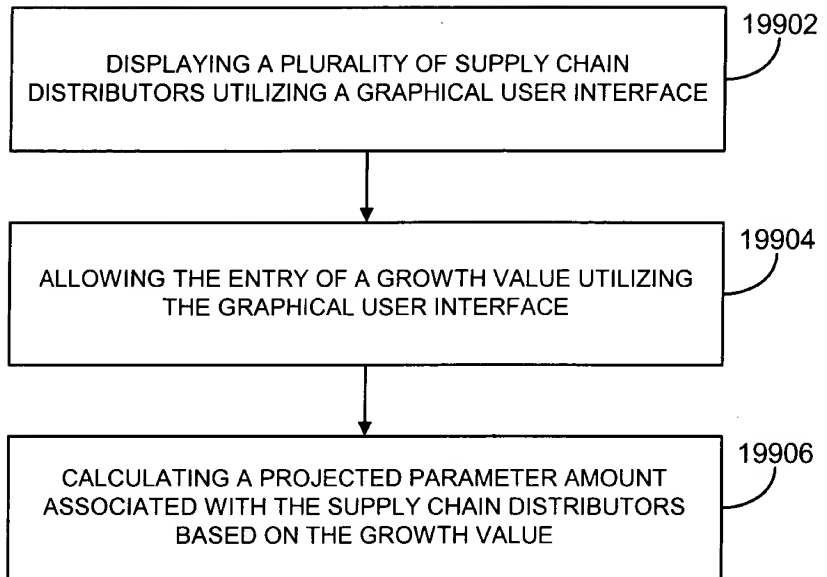


FIG. 199

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction		Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200


Invalid Selection	
	AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.
<input type="button" value="OK"/>	

FIG. 202

20300

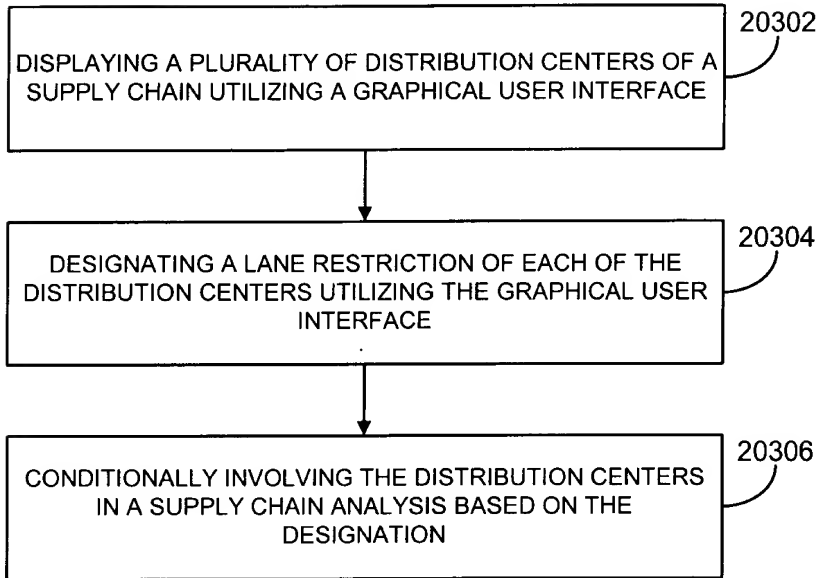


FIG. 203

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE, UT	691	

FIG. 204

20500

Supplier FOB		Address	
O.K. FOODS-FORT SMITH, AR	Fort Smith	AR	72904
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638
TYSON FOODS-RUSSELVILLE, AR	Russelville	AR	72801

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

20600

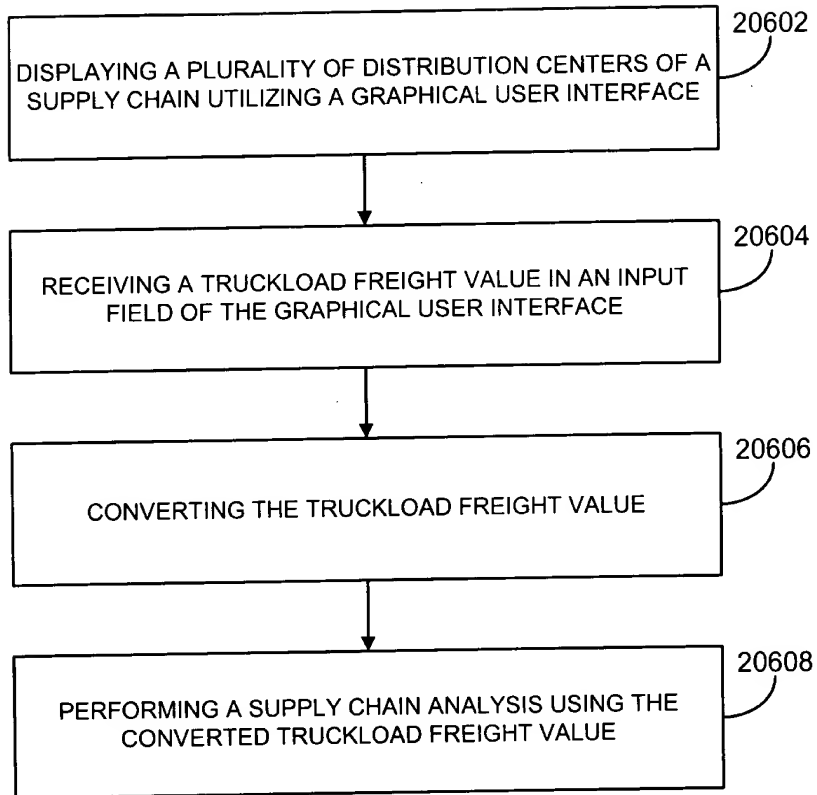


FIG. 206

20700

Analysis Region	Force FOB
MCCABE-PORTLAND/RMW-ANCHORAGE	<input checked="" type="radio"/> Yes <input type="radio"/> No

Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

FIG. 207

20800



DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A
SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20802



IDENTIFYING A FREE ON BOARD (FOB) POINT ASSOCIATED
WITH A REGION IN WHICH THE DISTRIBUTION CENTERS
RESIDE

20804



FORCING THE DISTRIBUTION CENTERS TO USE THE FOB IN
RESPONSE TO A USER ACTION UTILIZING THE GRAPHICAL
USER INTERFACE

20806

FIG. 208

20900



FIG. 209

21000

Report Selection

Report Type:

Report Name:

Report Parameters:

Supplier:

Supplier FOB:

Distribution Center:

Version:

Freight Information Provided	
Freight Information Provided	
LTL Routing Grid By Lane	
Routing Results By Lane	
Routing Results By Lane, Item	
Routing Results w/ RDC Breakout By Lane	
Routing Results w/ RDC Breakout By Lane, Item	
TL Freight Variance Analysis	

FIG. 210

21100

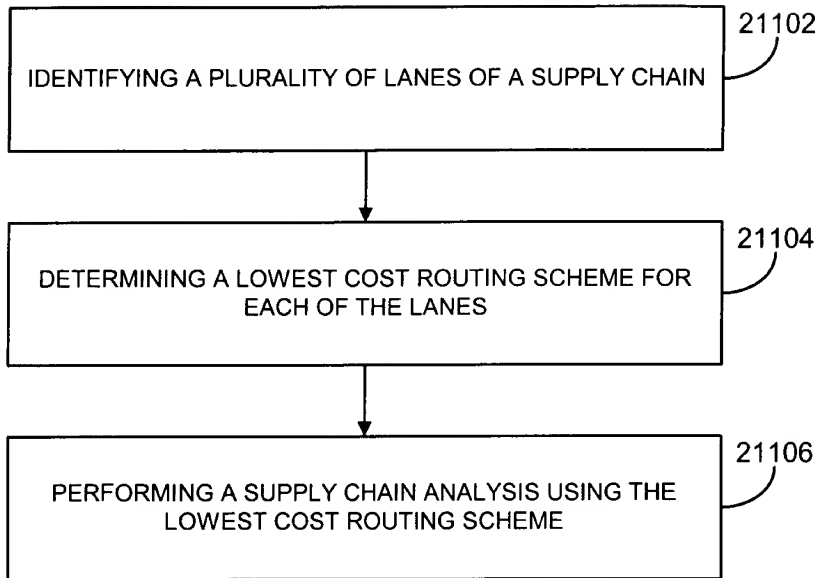


FIG. 211

21200

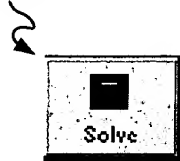


FIG. 212

21300

21302

Report Selection

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213

21400

Awarded Volume by Item - Detail
 Awarded Volume by Item - Detail
 Awarded Volume by Item - Freight
 Awarded Volume by Item - Summary
 Competing DC Freight Analysis by Item
 Lane Assignment Matrix
 Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
 Assigned Volume Percentages (with conversion)
 Invoice FOB Detail Comparison (no conversion)
 Invoice FOB Detail Comparison (with conversion)
 Invoice FOB Savings Comparison (no conversion)
 Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

FIG. 217

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218



FIG. 219

[illegible]

22000

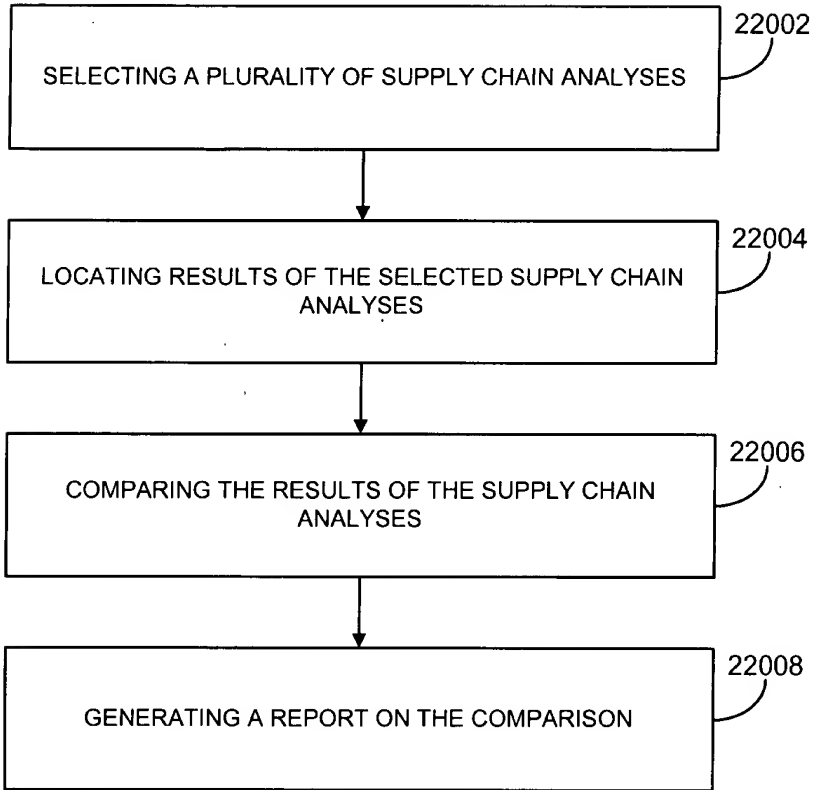


FIG. 220

22100



FIG. 221

22200

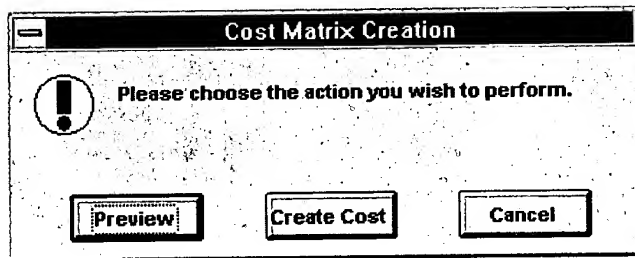
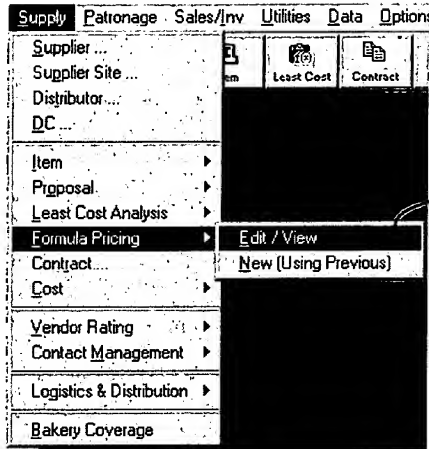


FIG. 222



22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

Date	FRSH DOM 50% TRIM	FRSH DOM 55% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine Tatr Beef
02/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7860
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8900	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.8840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9658	0.8760

FIG. 225

22600

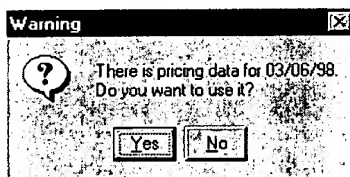


FIG. 226

22700

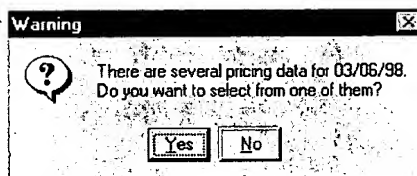


FIG. 227

22800

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments		Total	
Formula		FDS6TR	FDS6TR	FDS7TC	FDS6LC	FDS6LN	FDS6LC	IMAUSE	LFIB				
		Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost
AFS-1		0.3120	0.2671					0.1890	0.2134	0.4000	0.3524	0.1000	0.0911
DIV-1		0.1400	0.1295	0.2000	0.1949	0.1400	0.1368						
GS-1		0.3270	0.3042					0.2000	0.2190	0.3200	0.3139		
S&C-1		0.2414	0.2200					0.1730	0.1972	0.3600	0.3549	0.1400	0.1303
SER-1		0.3250	0.2926					0.2179	0.2396			0.1050	0.0956
TEX-1		0.3090	0.2786					0.1750	0.1951	0.3650	0.3571	0.1350	0.1236
WHI-1		0.3250	0.2958					0.3410	0.3802	0.2500	0.2452	0.1000	0.0896
WIS-1		0.3325	0.2977					0.1750	0.1989	0.3650	0.3608	0.1350	0.1230
								0.4675	0.5185	0.1000	0.0988	0.1000	0.0890

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments	
Formula		Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?				
AFS-1		0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>				
DIV-1		0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>				
GS-1		0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>				
S&C-1		0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>				
SER-1		0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>				
TEX-1		0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>				
WHI-1		0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>				
WIS-1		1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>				

FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

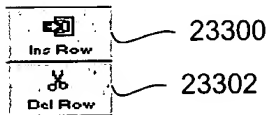


FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6			100.0000%

FIG. 235

Supply	Patronage	Sales/Inv	Utilities	Window	Hel
Supplier	Supplier Site	Distributor	DC		
Item	Proposal	Least Cost Analysis	Formula Pricing	Contract	
			Edit / View		
			New (Using Previous)		
			Formula Maintenance		
Vendor Rating	Contact Management	Logistics & Distribution	Bakery Coverage		

23600

FIG. 236